

Shidler Portfolio

November Receivers Report

Prepared by: Jeffrey Kolessar

- I. Executive Summary
- II. Consolidated Profit & Loss Statement
- III. HERSHA Consolidated Profit & Loss Statement
- IV. Chartwell Consolidated Profit & Loss Statement
- V. Individual Property Financial Reporting

Executive Summary

Shidler Portfolio – November 2020

November Income & Expense - Consolidated

						Consolidated Statement of Operations For the Month Ending November 30, 2020
Current Month						
Actual November 2020		Budget November 2020		Actual November 2019		
36.76%		71.58%		72.20%		Occupancy
\$96.86		\$123.29		\$120.74		Average Daily Rate (ADR)
\$35.60		\$88.26		\$87.18		Revenue Per Available Room (RevPAR)
						Revenue
3,079,363.80	96.17%	7,633,444.00	94.88%	7,539,789.43	95.02%	Rooms
33,814.48	1.06%	232,797.00	2.89%	228,298.47	2.88%	Food and Beverage
69,609.48	2.17%	149,942.00	1.86%	140,666.76	1.77%	Total Other Operated Departments
15,106.54	0.60%	28,813.00	0.36%	26,027.14	0.33%	Rentals and Other Income
3,201,894.30	100.00%	8,044,996.00	100.00%	7,934,781.80	100.00%	Total Revenue
						Departmental Expenses
932,703.88	29.13%	1,892,562.00	23.52%	1,877,840.56	23.67%	Rooms
36,770.40	1.15%	183,777.00	2.28%	196,796.87	2.48%	Food and Beverage
12,945.25	0.40%	34,659.00	0.43%	35,307.06	0.44%	Other Operated Departments
982,419.53	30.68%	2,110,998.00	26.24%	2,109,944.49	26.59%	Total Departmental Expenses
2,219,474.77	69.32%	5,933,998.00	73.76%	5,824,837.31	73.41%	Total Departmental Income
						Undistributed Operating Expenses
451,828.86	14.11%	734,622.00	9.13%	756,331.63	9.53%	Administrative and General
79,124.75	2.47%	84,062.00	1.04%	90,111.17	1.14%	Information & Telecommunications
507,277.74	15.84%	1,204,741.00	14.98%	1,146,581.36	14.45%	Sales and Marketing
229,653.72	7.17%	392,229.00	4.88%	419,545.75	5.29%	Property Operation and Maintenance
243,352.21	7.60%	315,403.00	3.92%	295,087.80	3.72%	Utilities
1,511,237.28	47.20%	2,731,057.00	33.95%	2,707,057.71	34.12%	Total Undistributed Expenses
708,237.49	22.12%	3,202,941.00	39.81%	3,117,179.60	39.29%	Gross Operating Profit
157,313.20	4.91%	216,506.00	2.69%	213,068.94	2.69%	Total Management Fees
550,924.29	17.21%	2,986,435.00	37.12%	2,904,110.66	36.60%	Income Before Non Operating Income And Expense
						Non Operating Expense
1,709,917.51	53.40%	1,694,596.00	21.06%	1,627,149.88	20.51%	Fixed Expenses
1,709,917.51	53.40%	1,694,596.00	21.06%	1,627,149.88	20.51%	Total Non Operating Expenses
(1,158,993.22)	-36.20%	1,291,839.00	16.06%	1,276,960.78	16.09%	Net Operating Income
465,388.05	14.53%	477,967.00	5.94%	470,486.91	5.93%	Interest
1,559,129.00	48.69%	643,805.00	8.00%	1,813,705.00	22.86%	Other
(3,183,510.27)	-99.43%	170,067.00	2.11%	(1,007,231.13)	-12.69%	Adjusted Net Operating Income

Summary

Performance in November experienced a significant decline from October, though this was true throughout the industry as COVID-19 cases began to spike once again. Many jurisdictions reenacted mandates and restrictions which negatively impacted travel, though with a modest exception over the Thanksgiving holiday weekend. November revenues fell 14% from October and ended much more in line with August/September results. Once again virtually all revenues (96.2%) were sourced through Room Sales as all Food & Beverage operations remain restricted or closed. Profitability declined at a sharp pace as well, down 41%. In addition to a \$50K swing in Chartwell portfolio CC Fees (from a \$25K credit to a \$25K charge), some ineffectiveness in adapting to lower occupancy levels was noted, particularly in the Rooms Department. Neither Manager achieved 50% flow on the revenue change.

Chartwell portfolio consolidated performance:

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description
								SUMMARY
63,780		63,780		0	63,780		0	Total Rooms Available
23,187		44,230		-21,043	44,738		-21,551	Total Rooms Sold
36.35%		69.35%		-32.99%	70.14%		-33.79%	Occupancy %
81.48		106.85		-25.37	105.94		-24.47	Average Rate
29.62		74.10		-44.48	74.31		-44.69	REVPAR
								REVENUES
1,889,166	96.62	4,725,933	95.30	-2,836,767	4,739,590	95.54	-2,850,423	ROOMS
18,554	0.95	105,894	2.14	-87,340	105,621	2.13	-87,067	FOOD
2,419	0.12	25,467	0.51	-23,048	20,485	0.41	-18,066	BEVERAGE
45,182	2.31	101,935	2.06	-56,754	94,948	1.91	-49,766	MISCELLANEOUS
1,955,321	100.00	4,959,230	100.00	-3,003,909	4,960,643	100.00	-3,005,323	TOTAL REVENUES
								DEPARTMENT EXPENSES
600,044	31.76	1,165,535	24.66	-565,491	1,147,747	24.22	-547,704	ROOMS EXPENSE
30,776	165.87	105,034	99.19	-74,258	109,295	103.48	-78,519	FOOD EXPENSE
3,353	138.60	12,645	49.65	-9,292	12,764	62.31	-9,411	BEVERAGE EXPENSE
9,482	20.99	24,313	23.85	-14,831	25,325	26.67	-15,843	MISCELLANEOUS EXPENSE
643,654	32.92	1,307,526	26.37	-663,872	1,295,132	26.11	-651,477	TOTAL DEPARTMENTAL EXPENSES
								DEPARTMENTAL PROFIT
1,289,123	68.24	3,560,399	75.34	-2,271,276	3,591,842	75.78	-2,302,720	ROOMS PROFIT
-12,222	-65.87	860	0.81	-13,082	-3,674	-3.48	-8,548	FOOD PROFIT
-934	-38.60	12,823	50.35	-13,756	7,721	37.69	-8,655	BEVERAGE PROFIT
35,700	79.01	77,622	76.15	-41,923	69,623	73.33	-33,923	MISCELLANEOUS PROFIT
1,311,666	67.08	3,651,704	73.63	-2,340,037	3,665,512	73.89	-2,353,846	TOTAL DEPARTMENTAL PROFIT
309,244	15.82	514,271	10.37	-205,027	530,980	10.70	-221,736	A & G EXPENSE
41,690	2.13	36,982	0.75	4,708	37,366	0.75	4,324	TELECOM
103,048	5.27	203,072	4.09	-100,024	196,979	3.97	-93,931	SALES & MARKETING EXPENSES
236,755	12.11	594,242	11.98	-357,487	586,488	11.82	-349,733	FRANCHISE FEES
142,878	7.31	250,864	5.06	-107,986	279,327	5.63	-136,449	MAINTENANCE EXPENSES
169,681	8.68	211,658	4.27	-41,977	207,401	4.18	-37,719	UTILITIES EXPENSE
1,003,296	51.31	1,811,090	36.52	-807,793	1,838,542	37.06	-835,245	TOTAL ADMIN EXPENSES
308,370	15.77	1,840,614	37.11	-1,532,244	1,826,970	36.83	-1,518,601	HOUSE PROFIT
								FIXED EXPENSES
119,916	6.13	124,042	2.50	-4,126	124,019	2.50	-4,103	MANAGEMENT FEES
1,029,033	52.63	1,036,481	20.90	-7,448	1,005,596	20.27	23,437	FIXED EXPENSES
-840,580	-42.99	680,091	13.71	-1,520,670	697,355	14.06	-1,537,935	NET OPERATING INCOME
1,559,129	79.74	643,805	12.98	915,324	1,813,705	36.56	-254,576	Other
-2,399,709	-122.73	36,286	0.73	-2,435,994	-1,116,349	-22.50	-1,283,360	N.I. after Other
-1,468,243		36,286		-1,504,528	-184,883		-1,283,360	Cash before Depreciation/Amortization

Hersha portfolio consolidated performance:

Actual November 2020		Budget November 2020		Actual November 2019		
22,710		22,710		22,710		Total Available Rooms
8,605		17,683		17,708		Rooms Sold
37.89%		77.86%		77.97%		Occupancy
\$138.31		\$164.42		\$158.13		Average Daily Rate (ADR)
\$52.41		\$128.03		\$123.30		Revenue Per Available Room (ReVPAR)
						Revenue
1,190,197.80	95.48%	2,907,511.00	94.22%	2,800,199.43	94.15%	Rooms
12,841.48	1.03%	101,436.00	3.29%	102,192.47	3.44%	Food and Beverage
						Other Operated Departments
24,427.48	1.96%	48,007.00	1.56%	45,718.76	1.54%	Other Misc
24,427.48	1.96%	48,007.00	1.56%	45,718.76	1.54%	Total Other Operated Departments
19,106.54	1.53%	28,813.00	0.93%	26,027.14	0.88%	Rentals and Other Income
1,246,573.30	100.00%	3,085,767.00	100.00%	2,974,137.80	100.00%	Total Revenue
						Departmental Expenses
332,659.88	26.69%	727,027.00	23.56%	730,093.56	24.55%	Rooms
2,641.40	0.21%	66,098.00	2.14%	74,737.87	2.51%	Food and Beverage
						Other Operated Departments
3,463.25	0.28%	10,346.00	0.34%	9,982.06	0.34%	Other Misc
3,463.25	0.28%	10,346.00	0.34%	9,982.06	0.34%	Other Operated Departments
338,764.53	27.18%	803,471.00	26.04%	814,813.49	27.40%	Total Departmental Expenses
907,808.77	72.82%	2,282,296.00	73.96%	2,159,324.31	72.60%	Total Departmental Income
						Undistributed Operating Expenses
142,584.86	11.44%	220,351.00	7.14%	225,351.63	7.58%	Administrative and General
37,434.75	3.00%	47,080.00	1.53%	52,745.17	1.77%	Information & Telecommunications
167,474.74	13.43%	407,427.00	13.20%	363,114.36	12.21%	Sales and Marketing
86,775.72	6.96%	141,365.00	4.58%	140,218.75	4.71%	Property Operation and Maintenance
73,671.21	5.91%	103,745.00	3.36%	87,686.80	2.95%	Utilities
507,941.28	40.75%	919,968.00	29.81%	869,116.71	29.22%	Total Undistributed Expenses
399,867.49	32.08%	1,362,328.00	44.15%	1,290,207.60	43.38%	Gross Operating Profit
37,397.20	3.00%	92,464.00	3.00%	89,049.94	2.99%	Management Fees
37,397.20	3.00%	92,464.00	3.00%	89,049.94	2.99%	Total Management Fees
						Income Before Non Operating Income And Expense
362,470.29	29.08%	1,269,864.00	41.15%	1,201,157.66	40.39%	
	0.00%		0.00%		0.00%	Non Operating Income
						Non Operating Expense
392,602.22	31.49%	410,682.00	13.31%	400,000.00	13.45%	Rent
211,893.10	17.00%	195,758.00	6.34%	167,891.83	5.65%	Property and Other Taxes
73,744.25	5.92%	51,675.00	1.67%	53,662.05	1.80%	Insurance
2,644.94	0.21%		0.00%		0.00%	Owner's Expense
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss
680,884.51	54.62%	658,115.00	21.33%	621,553.88	20.90%	Total Non Operating Expenses
(318,414.22)	-25.54%	611,749.00	19.82%	579,603.78	19.49%	Net Operating Income
465,388.05	37.33%	477,967.00	15.49%	470,486.91	15.82%	Interest
(783,802.27)	-62.88%	133,782.00	4.34%	109,116.87	3.67%	Adjusted Net Operating Income

November STR Performance - Consolidated

	Values																	
	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR.	Hotel % ADR Change	Comp Set ADR.	Comp Set % ADR Change	ADR Index.	ADR Index % Change	Hotel RevPar.	Hotel % RevPar Change	Comp Set RevPar.	Comp Set % RevPar Change	RevPar Index.	RevPar Index % Change
MONTH PORTFOLIO	36.7%	-49.1%	42.1%	-39.3%	87.2%	-16.1%	\$96.81	-19.9%	\$86.59	-27.7%	111.8%	10.9%	\$35.57	-59.2%	\$36.49	-56.1%	97.5%	-7.0%
T3 PORTFOLIO	38.4%	-47.0%	42.4%	-39.1%	90.4%	-13.0%	\$97.47	-20.3%	\$87.03	-27.9%	112.0%	10.6%	\$37.40	-57.8%	\$36.93	-56.1%	101.3%	-3.8%
YTD PORTFOLIO	40.8%	-43.9%	41.2%	-41.9%	99.0%	-3.5%	\$113.32	-34.9%	\$107.69	-15.3%	105.2%	-23.1%	\$46.23	-63.5%	\$44.36	-50.8%	104.2%	-25.8%
T12 PORTFOLIO	42.7%	-40.4%	43.0%	-38.7%	99.3%	-2.8%	\$113.68	-11.6%	\$108.48	-13.9%	104.8%	2.7%	\$48.53	-47.3%	\$46.64	-47.2%	104.0%	-0.2%
MONTH	Values																	
	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR.	Hotel % ADR Change	Comp Set ADR.	Comp Set % ADR Change	ADR Index.	ADR Index % Change	Hotel RevPar.	Hotel % RevPar Change	Comp Set RevPar.	Comp Set % RevPar Change	RevPar Index.	RevPar Index % Change
Comfort Inn Cross Creek	39.5	-35.6	43.3	-4.9	91.2	-32.3	68.28	-14.8	68.85	-5.6	99.2	-9.8	26.96	-45.1	29.82	-10.2	90.4	-38.9
Courtyard Alexandria Pentagon South	13.3	-78.3	26.8	-63.0	49.6	-41.5	78.75	-35.9	81.94	-33.5	96.1	-3.5	10.49	-86.1	21.99	-75.4	47.7	-43.5
Courtyard Chicago St Charles	24.8	-56.3	27.0	-52.2	92.0	-8.6	82.95	-25.6	84.96	-18.4	97.6	-8.8	20.61	-67.4	22.95	-61.0	89.8	-16.6
Courtyard Houston Brookhollow	19.5	-58.4	28.9	-47.1	67.6	-21.3	68.39	-13.6	86.68	-11.8	78.9	-2.1	13.34	-64.0	25.03	-53.3	53.3	-23.0
Fairfield Inn & Suites Naples	54.3	-25.9	44.8	-18.6	121.4	-9.0	83.58	-1.0	83.65	-10.4	99.9	10.5	45.42	-26.6	37.45	-27.0	121.3	0.6
Fairfield Inn & Suites Orlando Near Universal Orlando Resort	44.3	-41.9	47.2	-42.9	93.9	1.6	66.07	-43.1	66.79	-39.7	98.9	-5.6	29.28	-66.9	31.52	-65.5	92.9	-4.1
Hampton by Hilton Inn & Suites Clermont	54.8	-37.0	56.7	-27.7	96.6	-12.9	102.55	-20.2	89.77	-16.1	114.2	-5.0	56.14	-49.8	50.88	-39.3	110.4	-17.3
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU	35.8	-52.0	51.6	-37.0	69.4	-23.8	76.42	-25.0	91.81	-16.6	83.2	-10.1	27.37	-64.0	47.39	-47.4	57.8	-31.5
Hampton by Hilton Inn & Suites Stuart-North	47.2	-48.7	54.1	-24.1	87.3	-32.5	107.47	-10.0	90.36	-14.6	118.9	5.4	50.72	-53.9	48.86	-35.2	103.8	-28.8
Hampton by Hilton Inn Atlanta-Perimeter Center	26.5	-50.1	44.7	-15.2	59.3	-41.2	64.77	-40.6	70.21	-36.4	92.3	-6.6	17.16	-70.4	31.38	-46.1	54.7	-45.1
Hampton by Hilton Inn Charlotte-University Place	24.3	-63.1	36.8	-44.3	66.2	-33.8	75.10	-24.6	69.07	-28.8	108.7	5.9	18.28	-72.2	25.41	-60.3	71.9	-29.9
Hampton by Hilton Inn Raleigh/Cary	32.9	-58.6	48.1	-36.5	68.4	-34.8	74.23	-32.9	75.88	-27.7	97.8	-7.2	24.42	-72.2	36.47	-54.1	67.0	-39.5
Hilton Garden Inn Atlanta North Alpharetta	38.1	-40.2	41.0	-36.4	93.1	-6.0	72.77	-47.5	64.18	-46.7	113.4	-1.4	27.75	-68.6	26.30	-66.1	105.5	-7.3
Hilton Garden Inn San Antonio Airport	37.7	-52.1	36.3	-48.9	103.9	-6.3	71.63	-16.4	71.38	-21.8	100.4	7.0	26.98	-60.0	25.89	-60.1	104.2	0.2
Homewood Suites by Hilton Houston Clearlake	52.1	-23.6	68.2	26.6	76.5	-39.6	82.11	-28.2	77.19	-26.5	106.4	-2.3	42.81	-45.2	52.62	-7.0	81.4	-41.0
Homewood Suites by Hilton Phoenix Metro Center	50.1	-38.8	44.2	-38.5	113.5	-0.6	95.94	-6.5	80.42	-12.1	119.3	6.3	48.07	-42.8	35.51	-45.9	135.4	5.6
Homewood Suites by Hilton Raleigh Crabtree Valley	42.5	-47.0	50.4	-37.6	84.3	-15.0	97.42	-24.0	93.88	-22.5	103.8	-2.0	41.38	-59.7	47.31	-51.6	87.5	-16.7
Hyatt House Pleasant Hill	49.2	-45.9	32.6	-57.7	151.3	27.7	166.05	-3.2	124.89	-21.6	133.0	23.4	81.78	-47.7	40.67	-66.8	201.1	57.6
Hyatt House Pleasanton	40.4	-50.4	34.9	-52.8	115.8	5.2	145.28	-28.6	97.58	-45.4	148.9	30.8	58.72	-64.5	34.07	-74.2	172.4	37.6
Hyatt House Scottsdale Old Town	47.0	-50.0	55.6	-35.7	84.5	-22.3	142.84	-6.8	110.99	-26.3	128.7	26.6	67.06	-53.4	61.68	-52.6	108.7	-1.6
Residence Inn Greenbelt	50.9	-21.6	34.0	-45.9	150.0	45.0	121.33	-14.2	76.67	-28.5	158.2	20.0	61.81	-32.7	26.04	-61.3	237.4	74.0
SpringHill Suites Naples	10.4	-87.6	42.8	-26.2	24.3	-83.2	89.53	-3.4	86.29	-15.9	103.8	14.8	9.30	-88.0	36.90	-37.9	25.2	-80.7

Summary

The portfolio as a whole suffered a 4 point Occupancy decrease from October to November, equating to a 9.8% decline. The US as a whole fell 7.5 Occupancy points or 16% according to STR TRI data. US Occupancy finished November at 39.0%, slightly better than the portfolio. ADR change was minimal month over month, down 0.5% for the portfolio compared to a 7.2% decline across the US. US ADR finished November at \$90.92. For the first time since the Receivership, the portfolio did manage to exceed the US RevPAR performance, ending barely over at \$35.57 to the US Average of \$35.41. When looking at year over year performance, the portfolio experienced a 59.2% decline in RevPAR, slightly worse than their defined Competitive Sets (down 56.1%) and the US (down 54.1%). Hersha properties were down 57.5%, while the Chartwell group of hotels was down 60.2%. Chartwell did not win fair share of revenues against their competitors this month or last, finishing with RevPAR indexes in the 80's both months, while Hersha overall market performance was more dominant at an index of 136.2 in November following 141.6 in October. Six properties gained share year over year.

November performance – Hersha managed assets:

	▼	Values																	
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
MONTH PORTFOLIO		37.9%	-51.4%	36.9%	-51.3%	102.8%	-0.1%	\$138.31	-12.5%	\$104.39	-30.7%	132.5%	26.3%	\$52.41	-57.5%	\$38.47	-66.3%	136.2%	26.1%
T3 PORTFOLIO		41.9%	-47.5%	37.0%	-52.9%	113.2%	11.5%	\$135.94	-17.0%	\$105.75	-31.4%	128.5%	21.0%	\$56.92	-56.4%	\$39.13	-67.7%	145.5%	34.9%
YTD PORTFOLIO		44.4%	-45.5%	38.2%	-50.8%	116.3%	10.7%	\$145.22	-26.9%	\$130.04	-17.1%	111.7%	-11.8%	\$64.46	-60.2%	\$49.65	-59.2%	129.8%	-2.3%
T12 PORTFOLIO		46.5%	-42.0%	40.5%	-47.1%	114.9%	9.7%	\$145.08	-11.9%	\$130.66	-15.8%	111.0%	4.6%	\$67.53	-48.9%	\$52.91	-55.4%	127.6%	14.7%
MONTH	▼																		
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
		13.3	-78.3	26.8	-63.0	49.6	-41.5	78.75	-35.9	81.94	-33.5	96.1	-3.5	10.49	-86.1	21.99	-75.4	47.7	-43.5
		49.2	-45.9	32.6	-57.7	151.3	27.7	166.05	-3.2	124.89	-21.6	133.0	23.4	81.78	-47.7	40.67	-66.8	201.1	57.6
		40.4	-50.4	34.9	-52.8	115.8	5.2	145.28	-28.6	97.58	-45.4	148.9	30.8	58.72	-64.5	34.07	-74.2	172.4	37.6
		47.0	-50.0	55.6	-35.7	84.5	-22.3	142.84	-6.8	110.99	-26.3	128.7	26.6	67.06	-53.4	61.68	-52.6	108.7	-1.6
		50.9	-21.6	34.0	-45.9	150.0	45.0	121.33	-14.2	76.67	-28.5	158.2	20.0	61.81	-32.7	26.04	-61.3	237.4	74.0

November performance – Chartwell managed assets:

	▼	Values																	
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
MONTH PORTFOLIO		36.3%	-48.2%	44.6%	-32.9%	81.5%	-22.7%	\$81.40	-23.3%	\$79.80	-23.0%	102.0%	-0.4%	\$29.57	-60.2%	\$35.58	-48.4%	83.1%	-23.0%
T3 PORTFOLIO		37.1%	-46.8%	44.9%	-31.4%	82.6%	-22.4%	\$82.03	-22.1%	\$79.91	-21.8%	102.6%	-0.4%	\$30.45	-58.6%	\$35.91	-46.4%	84.8%	-22.7%
YTD PORTFOLIO		39.5%	-43.2%	42.6%	-37.2%	92.8%	-9.6%	\$100.56	-38.6%	\$98.44	-11.6%	102.2%	-30.5%	\$39.74	-65.1%	\$41.91	-44.4%	94.8%	-37.2%
T12 PORTFOLIO		41.3%	-39.8%	44.2%	-34.3%	93.6%	-8.4%	\$101.08	-11.0%	\$99.09	-10.5%	102.0%	-0.5%	\$41.77	-46.4%	\$43.75	-41.2%	95.5%	-8.8%
MONTH	▼																		
		Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR	Hotel % ADR Change	Comp Set ADR	Comp Set % ADR Change	ADR Index	ADR Index % Change	Hotel RevPar	Hotel % RevPar Change	Comp Set RevPar	Comp Set % RevPar Change	RevPar Index	RevPar Index % Change
Comfort Inn Cross Creek		39.5	-35.6	43.3	-4.9	91.2	-32.3	68.28	-14.8	68.85	-5.6	99.2	-9.8	26.96	-45.1	29.82	-10.2	90.4	-38.9
Courtyard Chicago St Charles		24.8	-56.3	27.0	-52.2	92.0	-8.6	82.95	-25.6	84.96	-18.4	97.6	-8.8	20.61	-67.4	22.95	-61.0	89.8	-16.6
Courtyard Houston Brookhollow		19.5	-58.4	28.9	-47.1	67.6	-21.3	68.39	-13.6	86.68	-11.8	78.9	-2.1	13.34	-64.0	25.03	-53.3	53.3	-23.0
Fairfield Inn & Suites Naples		54.3	-25.9	44.8	-18.6	121.4	-9.0	83.58	-1.0	83.65	-10.4	99.9	10.5	45.42	-26.6	37.45	-27.0	121.3	0.6
Fairfield Inn & Suites Orlando Near Universal Orlando Resort		44.3	-41.9	47.2	-42.9	93.9	1.6	66.07	-43.1	66.79	-39.7	98.9	-5.6	29.28	-66.9	31.52	-65.5	92.9	-4.1
Hampton by Hilton Inn & Suites Clermont		54.8	-37.0	56.7	-27.7	96.6	-12.9	102.55	-20.2	89.77	-16.1	114.2	-5.0	56.14	-49.8	50.88	-39.3	110.4	-17.3
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU		35.8	-52.0	51.6	-37.0	69.4	-23.8	76.42	-25.0	91.81	-16.6	83.2	-10.1	27.37	-64.0	47.39	-47.4	57.8	-31.5
Hampton by Hilton Inn & Suites Stuart-North		47.2	-48.7	54.1	-24.1	87.3	-32.5	107.47	-10.0	90.36	-14.6	118.9	5.4	50.72	-53.9	48.86	-35.2	103.8	-28.8
Hampton by Hilton Inn Atlanta-Perimeter Center		26.5	-50.1	44.7	-15.2	59.3	-41.2	64.77	-40.6	70.21	-36.4	92.3	-6.6	17.16	-70.4	31.38	-46.1	54.7	-45.1
Hampton by Hilton Inn Charlotte-University Place		24.3	-63.1	36.8	-44.3	66.2	-33.8	75.10	-24.6	69.07	-28.8	108.7	5.9	18.28	-72.2	25.41	-60.3	71.9	-29.9
Hampton by Hilton Inn Raleigh/Cary		32.9	-58.6	48.1	-36.5	68.4	-34.8	74.23	-32.9	75.88	-27.7	97.8	-7.2	24.42	-72.2	36.47	-54.1	67.0	-39.5
Hilton Garden Inn Atlanta North Alpharetta		38.1	-40.2	41.0	-36.4	93.1	-6.0	72.77	-47.5	64.18	-46.7	113.4	-1.4	27.75	-68.6	26.30	-66.1	105.5	-7.3
Hilton Garden Inn San Antonio Airport		37.7	-52.1	36.3	-48.9	103.9	-6.3	71.63	-16.4	71.38	-21.8	100.4	7.0	26.98	-60.0	25.89	-60.1	104.2	0.2
Homewood Suites by Hilton Houston Clearlake		52.1	-23.6	68.2	26.6	76.5	-39.6	82.11	-28.2	77.19	-26.5	106.4	-2.3	42.81	-45.2	52.62	-7.0	81.4	-41.0
Homewood Suites by Hilton Phoenix Metro Center		50.1	-38.8	44.2	-38.5	113.5	-0.6	95.94	-6.5	80.42	-12.1	119.3	6.3	48.07	-42.8	35.51	-45.9	135.4	5.6
Homewood Suites by Hilton Raleigh Crabtree Valley		42.5	-47.0	50.4	-37.6	84.3	-15.0	97.42	-24.0	93.88	-22.5	103.8	-2.0	41.38	-59.7	47.31	-51.6	87.5	-16.7
SpringHill Suites Naples		10.4	-87.6	42.8	-26.2	24.3	-83.2	89.53	-3.4	86.29	-15.9	103.8	14.8	9.30	-88.0	36.90	-37.9	25.2	-80.7

Property Highlights - Chartwell:

Comfort Inn Fayetteville

- 39.6% Occupancy; \$68.12 ADR; \$26.65 RevPAR (-13% vs Oct); \$144,757 Total Revenues; \$39,907 GOP; \$6,082 NOI
- The November forecast called for 39.3% @ \$70.54, \$20,285 NOI
- Mold recurrence traced to the exterior wall of Room 332 – stripped and treated, hopeful this will end recurring issue.

Courtyard Chicago St Charles

- 24.9% Occupancy; \$82.09 ADR; \$20.42 RevPAR (-55% vs Oct); \$77,828 Total Revenues; -\$709 GOP; -\$62,124 NOI
- The November forecast called for 33.6% @ \$90.08, -\$21,232 NOI. Further restrictions due to COVID depressed the market.
- ADA suit repairs largely completed; many were done between the time of the plaintiff's visit and the time the suit was filed.

Courtyard Houston Brookhollow

- 19.5% Occupancy; \$68.13 ADR; \$13.29 RevPAR (-34% vs Oct); \$80,917 Total Revenues; -\$8,054 GOP; -\$102,868 NOI
- The November forecast called for 17.4% @ \$73.04, -\$102,542 NOI
- Task force GM remaining in place until the Management transition; utilizing Dual Chief Engineer with Clear Lake.

Fairfield Inn & Suites Naples

- 54.5% Occupancy; \$83.39 ADR; \$45.42 RevPAR (-1% vs Oct); \$150,853 Total Revenues; \$32,696 GOP; -\$24,143 NOI
- The November forecast called for 58.1% @ \$84.53, -\$556 NOI. Flow through was challenged by high Rooms Department Expenses.
- Only a small Occupancy decline with the SHS more fully open thanks to small groups, mostly weekends, and strong holiday performance.

Fairfield Inn & Suites Orlando Universal

- 44.4% Occupancy; \$65.90 ADR; \$29.28 RevPAR (+24% vs Oct); \$102,866 Total Revenues; \$28,713 GOP; -\$40,281 NOI
- The November forecast called for 31.4% @ \$73.31, -\$55,725 NOI. Stronger leisure travel drove higher occupancy.
- 2021 partnership with Universal executed. Fill valve leak repaired that was impacting rooms.

Hampton Inn & Suites Clermont

- 54.7% Occupancy; \$102.55 ADR; \$56.14 RevPAR (-23% vs Oct); \$150,228 Total Revenues; \$56,418 GOP; -\$18 NOI
- The November forecast called for 65.4% @ \$97.79, \$22,775 NOI
- Bookings had been strong in advance of Tropical Storm Eta, but the change in path brought about multiple group and transient bookings.

Hampton Inn & Suites Fort Myers Estero FGCU

- 35.8% Occupancy; \$80.77 ADR; \$28.93 RevPAR (-27% vs Oct); \$84,500 Total Revenues; \$13,816 GOP; -\$37,107 NOI
- The November forecast called for 36.0% @ \$87.87, -\$23,241 NOI. Erosion of rate contributed to revenue shortfalls.
- Fire pump replaced. Jehovah Witness Convention for 2021 announced cancellation.
- New Hampton Inn downtown Ft Myers – 118 keys, HOA Management – opening TBD 2021.

Hampton Inn & Suites Stuart North

- 47.2% Occupancy; \$107.32 ADR; \$50.72 RevPAR (+17% vs Oct); \$157,041 Total Revenues; \$57,009 GOP; -\$9,917 NOI
- The November forecast called for 58.6% @ \$99.39, \$8,472 NOI.
- Stuart Air Show and swim tournament produced weekend demand.

Hampton Inn Atlanta Perimeter Center

- 26.5% Occupancy; \$64.77 ADR; \$17.16 RevPAR (-20% vs Oct); \$69,215 Total Revenues; -\$19,144 GOP; -\$77,977 NOI
- The November forecast called for 23.2% @ \$78.22, -\$70,097 NOI
- New Sales Manager hired by Chartwell. Renovation agreed to with Hilton has not begun, nor is it planned at this time.

Hampton Inn Charlotte University Place

- 24.3% Occupancy; \$75.10 ADR; \$18.28 RevPAR (+6% vs Oct); \$70,318 Total Revenues; \$416 GOP; -\$62,920 NOI
- The November forecast called for 22.1% @ \$80.96, -\$66,121 NOI
- Insurance rehabilitation work has not been completed, will be completed under GF.

Hampton Inn Raleigh Cary

- 32.9% Occupancy; \$74.17 ADR; \$24.40 RevPAR (-13% vs Oct); \$95,498 Total Revenues; \$9,611 GOP; -\$50,347 NOI
- The November forecast called for 31.5% @ \$75.73, -\$49,817 NOI
- North Carolina Football Club event drove solid demand. New CLC account producing some lower rated base business.

Hilton Garden Inn Atlanta North/Alpharetta

- 38.1% Occupancy; \$72.77 ADR; \$27.75 RevPAR (+6% vs Oct); \$152,968 Total Revenues; -\$11,212 GOP; -\$143,868 NOI
- The November forecast called for 30.0% @ \$77.99, -\$117,476 NOI
- Longhorn Steakhouse opening team extended stay business drove stronger results, along with FC Alliance Soccer tournament.

Hilton Garden Inn San Antonio Airport

- 37.7% Occupancy; \$71.50 ADR; \$26.93 RevPAR (-17% vs Oct); \$106,560 Total Revenues; -\$9,356 GOP; -\$82,192 NOI
- The November forecast called for 40.1% @ \$78.19, -\$35,355 NOI. Both the property and the Comp Set declined 60% in RevPAR Year over Year.
- Virtual QA completed, improved SALT Scores 10% in Overall Service and 8% in Cleanliness. Additional Delta crew rooms helped occupancy.

Homewood Suites Houston Clear Lake NASA

- 52.1% Occupancy; \$82.11 ADR; \$42.81 RevPAR (-23% vs Oct); \$119,415 Total Revenues; \$26,704 GOP; -\$48,849 NOI
- The November forecast called for 43.8% @ \$94.97, -\$36,918 NOI. Additional Crew business helped Occupancy, depressed ADR.
- Task force GM remaining in place until the Management transition; utilizing Dual Chief Engineer with Brookhollow.

Homewood Suites Phoenix Metro Center

- 50.1% Occupancy; \$95.94 ADR; \$48.07 RevPAR (+15% vs Oct); \$186,277 Total Revenues; \$69,801 GOP; \$17,582 NOI
- The November forecast called for 48.5% @ \$95.93, \$17,964 NOI
- No significant repercussions from the guest room shooting, the victim was arrested. Additional on-site security approved.

Homewood Suites Raleigh Crabtree Valley

- 42.5% Occupancy; \$97.42 ADR; \$41.38 RevPAR (-4% vs Oct); \$176,826 Total Revenues; \$52,951 GOP; -\$37,406 NOI
- The November forecast called for 43.2% @ \$98.34, -\$36,115 NOI
- Executive Housekeeper resigned, promoted in-house Asst Chief Engineer to Operations Manager to better control payroll cost.

Springhill Suites Naples

- 10.4% Occupancy; \$89.53 ADR; \$9.30 RevPAR (+438% vs Oct); \$29,255 Total Revenues; -\$31,196 GOP; -\$84,225 NOI
- The November forecast called for 9.6% @ \$85.07, -\$67,021 NOI. The property was fully operational for higher demand around the holiday.
- Full availability returned in time for the Thanksgiving demand. Pipe leak issue fixed.

Property Highlights - HERSHA:

Courtyard Alexandria Pentagon South

- 13.3% Occupancy; \$78.75 ADR; \$10.49 RevPAR (-26% vs Oct); \$96,531 Total Revenues; -\$46,976 GOP; -\$136,182 NOI
- The November forecast called for 15.5% @ \$75.11, -\$144,467 NOI. Continued non-existent Government demand is a concern.
- Bistro remains closed but the property hosted several small F&B functions in November. Payroll CPOR was elevated this month due to low occupancy levels.

Hyatt House Pleasant Hill

- 49.2% Occupancy; \$166.05 ADR; \$81.78 RevPAR (-12% vs Oct); \$356,850 Total Revenues; \$138,463 GOP; -\$54,750 NOI
- The November forecast called for 52.7% @ \$169.77, -\$34,578 NOI
- Seasonal demand shift on top of COVID restrictions limiting demand. F&B remains closed.

Hyatt House Pleasanton

- 40.4% Occupancy; \$145.28 ADR; \$58.72 RevPAR (-1% vs Oct); \$228,243 Total Revenues; \$58,344 GOP; -\$109,318 NOI
- The November forecast called for 43.2% @ \$148.57, -\$82,300 NOI
- Shifted heavily into Contract Labor with several employee losses. F&B remains closed. Fire Panel repairs completed.

Hyatt House Scottsdale Old Town

- 46.9% Occupancy; \$142.84 ADR; \$67.06 RevPAR (-5% vs Oct); \$340,068 Total Revenues; \$140,819 GOP; \$15,540 NOI
- The November forecast called for 46.8% @ \$140.90, \$26,075 NOI
- The new Canopy by Hilton Scottsdale opened in October – impact is difficult to gauge. Football Bowl games will be played without fans, a major demand reduction around the holidays. Enplanements are up at Sky Harbor. F&B remains extremely limited.

Residence Inn Greenbelt

- 50.9% Occupancy; \$121.33 ADR; \$61.81 RevPAR (-18% vs Oct); \$224,881 Total Revenues; \$109,217 GOP; -\$33,704 NOI
- The November forecast called for 54.6% @ \$117.34, -\$48,430 NOI. Secret Service made up 70% of monthly revenues.
- Additional restrictions on meetings are having a negative impact. UMD Football officials lost due to game cancellations.
- Renovation - 55 of 120 rooms completed; approximately \$150K in additional FF&E required, plus construction costs.

Litigation

Residence Inn Greenbelt: This settlement was divided into two portions as Axis continually changed the terms and amounts required to settle. First, the settlement with Axis Logistics was finalized for \$80K (executed), and then a settlement with the warehouse (Von Paris) for the amount of the storage charges including storage through the end of February (\$114K). The details of the Von Paris settlement agreement are still being finalized. Maintaining storage through February will reduce the ultimate costs of moving the FF&E and allow an opportunity to determine whether the renovation should be finished in the near future.

Residence Inn Greenbelt: LaMarca Construction was owed \$791K and threatened a mechanics lien due to non-payment of work completed during the renovation. Settlement has been reached, with a \$300K payment forwarded in December and another \$300K in January to satisfy the obligation.

Courtyard St. Charles: ADA Lawsuit by a known “drive-by” serial plaintiff. Local counsel was engaged and a tentative settlement of \$3,750 reached, with ample time to correct any remaining deficiencies.

Hyatt Place Pleasanton: Two claims against Hersha were filed by a former employee alleging violations of the Fair Credit Reporting Act and California Wage & Hour violations. The cases were filed with the intention of creating a Class. The alleged violations occurred prior to the Receivership, and at this time the Receivership entities have not been specifically named. Counsel for Hersha is handling the complaint, with the next pleadings/discovery date of March 17th. It is the Receiver’s position that, per the Management Agreement, Hersha is responsible for these claims. Counsels are reviewing.

Manager Change

The Receiver will be effecting a change in Management for the Chartwell portfolio, hiring affiliates of GF Hotels & Resorts to operate these properties as of January 1, 2021. Given Chartwell’s stance on requiring a newly negotiated contract with up front funding, Chartwell’s lack of long-term focus on the assets, and the relative performance of that portion of the portfolio, it became clear that a change would be necessary. Chartwell has been cooperative throughout the process. Interim Beverage Agreements are being finalized where required, as are Use Agreements for a smooth transition of Delphi.

Special Servicer Change

Servicing of this portfolio transitioned from AEGON to Midland in December. All reporting functions have been updated.

Insurance

All insurance has now been renewed with the completion of the Chartwell renewal December 10. Significant increases were seen for both the Hersha and Chartwell portfolios, from 15-22% in General Liability to 56-100% in Umbrella/Excess.

Property Taxes

Property Tax Appeals are active at the following properties:

- Hyatt House Pleasant Hill – Valuation \$45.2M, Target value TBD, filed a Protective Appeal
- Fairfield Inn Naples – Valuation \$9.93M, Income Approach supports \$7.86M, Market Approach supports \$9.31M
- SpringHill Suites Naples – Valuation \$10.09M, Income Approach supports \$9.27M, Market Approach \$10.13M not helpful
- Hilton Garden Alpharetta – Valuation \$21.91M, Target valuation \$19.98M
- Hampton Atlanta Perimeter – Valuation \$10.84M, Target valuation \$9.35M
- Residence Inn Greenbelt – Valuation \$29.69M, Protective Appeal filed
- Homewood Suites Raleigh Crabtree – Appeal completed, Valuation reduced \$8,511,421, savings of \$81,301.09
- Hampton Inn Raleigh Cary – Appeal completed, Valuation reduced \$780,479, savings of \$7,414.55
- Homewood Suites Houston Clear Lake – Valuation \$7.96M, Target value is \$6.5M, latest value \$7.14M, possibly Q1 2021 outcome
- Courtyard Houston Brookhollow – Valuation \$8.00M, Target value \$6.5M, latest value \$7.13M, possible Q1 2021 outcome
- Hilton Garden Inn San Antonio – Valuation \$8.53M, Target value \$8.0M, latest value \$8.4M, possibly Q1 2021 outcome

The following property taxes were paid by the Receiver in December:

- Hilton Garden Alpharetta – \$42,841.87 to the City of Alpharetta for property taxes due December 1
- Hyatt House Pleasanton - \$265,871.84 for property taxes due December 10
- Hyatt House Pleasant Hill - \$303,727.16 for property taxes due December 10

The former Servicer had requested that the Receiver pay all Real Estate and Personal Property taxes, though it later became evident that the communication to Wells was not properly completed. Wells is known to have paid an earlier Hyatt House Pleasant Hill tax that the Receiver attempted to pay, but the check was returned. Wells also paid the NC taxes due in January during December. Midland has reached out to Wells for clarity on all payments, and has requested that the Receiver NOT make payments for these taxes moving forward.

Consolidated
Statement of Operations
For the Month Ending November 30, 2020

Actual November 2020		Current Month Budget November 2020		Actual November 2019		Actual November 2020		Year to Date Budget November 2020		Actual November 2019	
36.76%		71.58%		72.20%	Occupancy	40.82%		73.30%		72.72%	
\$96.86		\$123.29		\$120.74	Average Daily Rate (ADR)	\$113.33		\$130.78		\$129.43	
\$35.60		\$88.26		\$87.18	Revenue Per Available Room (ReVPAR)	\$46.26		\$95.86		\$94.13	
Revenue											
3,079,363.80	96.17%	7,633,444.00	94.88%	7,539,789.43	95.02%	44,677,785.57	95.60%	92,585,136.00	94.71%	90,637,016.75	94.62%
33,814.48	1.06%	232,797.00	2.89%	228,298.47	2.88%	821,236.18	1.76%	3,105,849.00	3.18%	3,023,018.46	3.16%
69,609.48	2.17%	149,942.00	1.86%	140,666.76	1.77%	1,001,081.25	2.14%	1,743,545.00	1.78%	1,764,667.06	1.84%
19,106.54	0.60%	28,813.00	0.36%	26,027.14	0.33%	235,482.65	0.50%	326,663.00	0.33%	366,961.17	0.38%
3,201,894.30	100.00%	8,044,996.00	100.00%	7,934,781.80	100.00%	46,735,585.65	100.00%	97,761,193.00	100.00%	95,791,663.44	100.00%
Departmental Expenses											
932,703.88	29.13%	1,892,562.00	23.52%	1,877,840.56	23.67%	11,182,822.35	23.93%	21,241,196.00	21.73%	20,733,602.21	21.64%
36,770.40	1.15%	183,777.00	2.28%	196,796.87	2.48%	713,250.09	1.53%	2,304,785.00	2.36%	2,343,096.88	2.45%
12,945.25	0.40%	34,659.00	0.43%	35,307.06	0.44%	191,834.92	0.41%	400,267.00	0.41%	443,280.09	0.46%
982,419.53	30.68%	2,110,998.00	26.24%	2,109,944.49	26.59%	12,087,907.36	25.86%	23,946,248.00	24.49%	23,519,979.18	24.55%
2,219,474.77	69.32%	5,933,998.00	73.76%	5,824,837.31	73.41%	34,647,678.29	74.14%	73,814,945.00	75.51%	72,271,684.26	75.45%
Undistributed Operating Expenses											
451,828.86	14.11%	734,622.00	9.13%	756,331.63	9.53%	6,120,827.92	13.10%	8,429,888.00	8.62%	8,411,240.81	8.78%
79,124.75	2.47%	84,062.00	1.04%	90,111.17	1.14%	900,697.65	1.93%	959,914.00	0.98%	1,005,598.39	1.05%
507,277.74	15.84%	1,204,741.00	14.98%	1,146,581.36	14.45%	7,118,179.39	15.23%	14,026,281.00	14.35%	13,366,857.14	13.95%
229,653.72	7.17%	392,229.00	4.88%	419,545.75	5.29%	2,855,638.49	6.11%	4,406,815.00	4.51%	4,399,113.54	4.59%
243,352.21	7.60%	315,403.00	3.92%	295,087.80	3.72%	2,915,454.67	6.24%	3,708,255.00	3.79%	3,621,202.03	3.78%
1,511,237.28	47.20%	2,731,057.00	33.95%	2,707,657.71	34.12%	19,910,798.12	42.60%	31,531,153.00	32.25%	30,804,011.91	32.16%
708,237.49	22.12%	3,202,941.00	39.81%	3,117,179.60	39.29%	14,736,880.17	31.53%	42,283,792.00	43.25%	41,467,672.35	43.29%
157,313.20	4.91%	216,506.00	2.69%	213,068.94	2.69%	1,512,155.66	3.24%	2,627,662.00	2.69%	2,576,026.54	2.69%
550,924.29	17.21%	2,986,435.00	37.12%	2,904,110.66	36.60%	13,224,724.51	28.30%	39,656,130.00	40.56%	38,891,645.81	40.60%
Non Operating Expense											
1,709,917.51	53.40%	1,694,596.00	21.06%	1,627,149.88	20.51%	19,148,341.56	40.97%	18,713,099.00	19.14%	17,675,900.06	18.45%
1,709,917.51	53.40%	1,694,596.00	21.06%	1,627,149.88	20.51%	19,148,341.56	40.97%	18,713,099.00	19.14%	17,675,900.06	18.45%
(1,158,993.22)	-36.20%	1,291,839.00	16.06%	1,276,960.78	16.09%	(5,923,617.05)	-12.67%	20,945,261.00	21.42%	21,217,975.51	22.15%
465,388.05	14.53%	477,967.00	5.94%	470,486.91	5.93%	5,129,550.66	10.98%	5,258,056.00	5.38%	5,251,643.18	5.48%
1,559,129.00	48.69%	643,805.00	8.00%	1,813,705.00	22.86%	17,596,212.00	37.65%	7,154,450.00	7.32%	18,268,997.00	19.07%
(3,183,510.27)	-99.43%	170,067.00	2.11%	(1,007,231.13)	-12.69%	(28,649,379.71)	-61.30%	8,532,755.00	8.73%	(2,302,664.67)	-2.40%



Shidler Consolidated
Hersha Hospitality Management
Statement of Operations
For the Month Ending November 30, 2020

Actual November 2020		Current Month Budget November 2020		Actual November 2019			Actual November 2020		Year to Date Budget November 2020		Actual November 2019	
22,710		22,710		22,710		Total Available Rooms	253,595		253,595		252,838	
8,605		17,683		17,708		Rooms Sold	112,567		203,396		206,030	
37.89%		77.86%		77.97%		Occupancy	44.39%		80.21%		81.49%	
\$138.31		\$164.42		\$158.13		Average Daily Rate (ADR)	\$145.22		\$170.31		\$166.20	
\$52.41		\$128.03		\$123.30		Revenue Per Available Room (ReVPAR)	\$64.46		\$136.60		\$135.43	
Revenue												
1,190,197.80	95.48%	2,907,511.00	94.22%	2,800,199.43	94.15%	Rooms	16,347,188.57	94.60%	34,640,390.00	93.63%	34,241,767.75	93.49%
12,841.48	1.03%	101,436.00	3.29%	102,192.47	3.44%	Food and Beverage	358,237.18	2.07%	1,457,265.00	3.94%	1,412,471.46	3.86%
						Other Operated Departments						
24,427.48	1.96%	48,007.00	1.56%	45,718.76	1.54%	Other Misc	340,099.25	1.97%	574,355.00	1.55%	603,750.06	1.65%
24,427.48	1.96%	48,007.00	1.56%	45,718.76	1.54%	Total Other Operated Departments	340,099.25	1.97%	574,355.00	1.55%	603,750.06	1.65%
19,106.54	1.53%	28,813.00	0.93%	26,027.14	0.88%	Rentals and Other Income	235,482.65	1.36%	326,663.00	0.88%	366,961.17	1.00%
1,246,573.30	100.00%	3,085,767.00	100.00%	2,974,137.80	100.00%	Total Revenue	17,281,007.65	100.00%	36,998,673.00	100.00%	36,624,950.44	100.00%
Departmental Expenses												
332,659.88	26.69%	727,027.00	23.56%	730,093.56	24.55%	Rooms	4,306,534.35	24.92%	8,024,783.00	21.69%	8,006,872.21	21.86%
2,641.40	0.21%	66,098.00	2.14%	74,737.87	2.51%	Food and Beverage	218,739.09	1.27%	938,764.00	2.54%	963,633.88	2.63%
						Other Operated Departments						
3,463.25	0.28%	10,346.00	0.34%	9,982.06	0.34%	Other Misc	59,896.92	0.35%	124,881.00	0.34%	126,498.09	0.35%
3,463.25	0.28%	10,346.00	0.34%	9,982.06	0.34%	Other Operated Departments	59,896.92	0.35%	124,881.00	0.34%	126,498.09	0.35%
338,764.53	27.18%	803,471.00	26.04%	814,813.49	27.40%	Total Departmental Expenses	4,585,170.36	26.53%	9,088,428.00	24.56%	9,097,004.18	24.84%
907,808.77	72.82%	2,282,296.00	73.96%	2,159,324.31	72.60%	Total Departmental Income	12,695,837.29	73.47%	27,910,245.00	75.44%	27,527,946.26	75.16%
Undistributed Operating Expenses												
142,584.86	11.44%	220,351.00	7.14%	225,351.63	7.58%	Administrative and General	1,812,632.92	10.49%	2,554,837.00	6.91%	2,565,419.81	7.00%
37,434.75	3.00%	47,080.00	1.53%	52,745.17	1.77%	Information & Telecommunications	452,073.65	2.62%	550,650.00	1.49%	584,238.39	1.60%
167,474.74	13.43%	407,427.00	13.20%	363,114.36	12.21%	Sales and Marketing	2,240,335.39	12.96%	4,614,446.00	12.47%	4,322,834.14	11.80%
86,775.72	6.96%	141,365.00	4.58%	140,218.75	4.71%	Property Operation and Maintenance	1,100,766.49	6.37%	1,620,504.00	4.38%	1,641,063.54	4.48%
73,671.21	5.91%	103,745.00	3.36%	87,686.80	2.95%	Utilities	973,833.67	5.64%	1,214,257.00	3.28%	1,181,963.03	3.23%
507,941.28	40.75%	919,968.00	29.81%	869,116.71	29.22%	Total Undistributed Expenses	6,579,642.12	38.07%	10,554,694.00	28.53%	10,295,518.91	28.11%
399,867.49	32.08%	1,362,328.00	44.15%	1,290,207.60	43.38%	Gross Operating Profit	6,116,195.17	35.39%	17,355,551.00	46.91%	17,232,427.35	47.05%
37,397.20	3.00%	92,464.00	3.00%	89,049.94	2.99%	Management Fees	518,030.66	3.00%	1,107,914.00	2.99%	1,096,748.54	2.99%
37,397.20	3.00%	92,464.00	3.00%	89,049.94	2.99%	Total Management Fees	518,030.66	3.00%	1,107,914.00	2.99%	1,096,748.54	2.99%
Income Before Non Operating Income And Expense												
362,470.29	29.08%	1,269,864.00	41.15%	1,201,157.66	40.39%		5,598,164.51	32.39%	16,247,637.00	43.91%	16,135,678.81	44.06%
	0.00%		0.00%		0.00%	Non Operating Income		0.00%	2,230.00	0.01%	2,440.34	0.01%
Non Operating Expense												
392,602.22	31.49%	410,682.00	13.31%	400,000.00	13.45%	Rent	4,385,259.94	25.38%	4,482,632.00	12.12%	3,962,250.00	10.82%
211,893.10	17.00%	195,758.00	6.34%	167,891.83	5.65%	Property and Other Taxes	2,673,425.66	15.47%	2,153,342.00	5.82%	2,010,978.90	5.49%
73,744.25	5.92%	51,675.00	1.67%	53,662.05	1.80%	Insurance	716,670.05	4.15%	570,864.00	1.54%	443,812.39	1.21%
2,644.94	0.21%		0.00%		0.00%	Owner's Expense	64,585.99	0.37%		0.00%	59,112.77	0.16%
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss	(24,899.08)	-0.14%		0.00%		0.00%
680,884.51	54.62%	658,115.00	21.33%	621,553.88	20.90%	Total Non Operating Expenses	7,815,042.56	45.22%	7,206,838.00	19.48%	6,476,154.06	17.68%
(318,414.22)	-25.54%	611,749.00	19.82%	579,603.78	19.49%	Net Operating Income	(2,216,878.05)	-12.83%	9,043,029.00	24.44%	9,661,965.09	26.38%
465,388.05	37.33%	477,967.00	15.49%	470,486.91	15.82%	Interest	5,129,550.66	29.68%	5,258,056.00	14.21%	5,251,643.18	14.34%
(783,802.27)	-62.88%	133,782.00	4.34%	109,116.87	3.67%	Adjusted Net Operating Income	(7,346,428.71)	-42.51%	3,784,973.00	10.23%	4,410,321.91	12.04%

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)
 Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)
 Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport
 Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)
 Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow
 Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)
 Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)
 Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
 Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)
 Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles
 Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter
 Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Properties: Hampton Inn Estero (Capstone), Hampton Inn Stuart (Capstone), HGI San Antonio Airport, Comfort Inn Fayetteville, Hampton Inn Raleigh Cary, Hampton Inn Clermont (Capstone), CY Houston Brookhollow, HWS Phoenix, SpringH
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR
SUMMARY															
63,780		63,780		0	63,780		0	Total Rooms Available	712,210		712,210		0	710,084	
23,187		44,230		-21,043	44,738		-21,551	Total Rooms Sold	281,656		504,541		-222,885	494,231	
36.35%		69.35%		-32.99%	70.14%		-33.79%	Occupancy %	39.55%		70.84%		-31.29%	69.60%	
81.48		106.85		-25.37	105.94		-24.47	Average Rate	100.59		114.85		-14.26	114.11	
29.62		74.10		-44.48	74.31		-44.69	REVPAR	39.78		81.36		-41.58	79.42	
REVENUES															
1,889,166	96.62	4,725,933	95.30	-2,836,767	4,739,590	95.54	-2,850,423	ROOMS	28,330,597	96.18	57,944,746	95.36	-29,614,150	56,395,249	95.32
18,554	0.95	105,894	2.14	-87,340	105,621	2.13	-87,067	FOOD	387,728	1.32	1,340,099	2.21	-952,371	1,343,890	2.27
2,419	0.12	25,467	0.51	-23,048	20,485	0.41	-18,066	BEVERAGE	75,271	0.26	308,485	0.51	-233,214	266,657	0.45
45,182	2.31	101,935	2.06	-56,754	94,948	1.91	-49,766	MISCELLANEOUS	660,982	2.24	1,169,190	1.92	-508,208	1,160,917	1.96
1,955,321	100.00	4,959,230	100.00	-3,003,909	4,960,643	100.00	-3,005,323	TOTAL REVENUES	29,454,577	100.00	60,762,519	100.00	-31,307,942	59,166,713	100.00
DEPARTMENT EXPENSES															
600,044	31.76	1,165,535	24.66	-565,491	1,147,747	24.22	-547,704	ROOMS EXPENSE	6,876,288	24.27	13,216,413	22.81	-6,340,126	12,726,730	22.57
30,776	165.87	105,034	99.19	-74,258	109,295	103.48	-78,519	FOOD EXPENSE	434,095	111.96	1,225,971	91.48	-791,875	1,231,577	91.64
3,353	138.60	12,645	49.65	-9,292	12,764	62.31	-9,411	BEVERAGE EXPENSE	60,416	80.27	140,050	45.40	-79,634	147,886	55.46
9,482	20.99	24,313	23.85	-14,831	25,325	26.67	-15,843	MISCELLANEOUS EXPENSE	131,938	19.96	275,386	23.55	-143,448	316,782	27.29
643,654	32.92	1,307,526	26.37	-663,872	1,295,132	26.11	-651,477	TOTAL DEPARTMENTAL EXPENSES	7,502,738	25.47	14,857,820	24.45	-7,355,083	14,422,976	24.38
DEPARTMENTAL PROFIT															
1,289,123	68.24	3,560,399	75.34	-2,271,276	3,591,842	75.78	-2,302,720	ROOMS PROFIT	21,454,309	75.73	44,728,333	77.19	-23,274,024	43,668,519	77.43
-12,222	-65.87	860	0.81	-13,082	-3,674	-3.48	-8,548	FOOD PROFIT	-46,368	-11.96	114,128	8.52	-160,495	112,313	8.36
-934	-38.60	12,823	50.35	-13,756	7,721	37.69	-8,655	BEVERAGE PROFIT	14,855	19.73	168,435	54.60	-153,580	118,771	44.54
35,700	79.01	77,622	76.15	-41,923	69,623	73.33	-33,923	MISCELLANEOUS PROFIT	529,044	80.04	893,804	76.45	-364,760	844,135	72.71
1,311,666	67.08	3,651,704	73.63	-2,340,037	3,665,512	73.89	-2,353,846	TOTAL DEPARTMENTAL PROFIT	21,951,839	74.53	45,904,699	75.55	-23,952,860	44,743,737	75.62

309,244	15.82	514,271	10.37	-205,027	530,980	10.70	-221,736 A & G EXPENSE	4,308,195	14.63	5,875,051	9.67	-1,566,856	5,845,821	9.88
41,690	2.13	36,982	0.75	4,708	37,366	0.75	4,324 TELECOM	448,624	1.52	409,264	0.67	39,360	421,360	0.71
103,048	5.27	203,072	4.09	-100,024	196,979	3.97	-93,931 SALES & MARKETING EXPENSES	1,312,721	4.46	2,203,305	3.63	-890,585	2,000,071	3.38
236,755	12.11	594,242	11.98	-357,487	586,488	11.82	-349,733 FRANCHISE FEES	3,565,123	12.10	7,208,530	11.86	-3,643,408	7,043,952	11.91
142,878	7.31	250,864	5.06	-107,986	279,327	5.63	-136,449 MAINTENANCE EXPENSES	1,754,872	5.96	2,786,311	4.59	-1,031,439	2,758,050	4.66
169,681	8.68	211,658	4.27	-41,977	207,401	4.18	-37,719 UTILITIES EXPENSE	1,941,621	6.59	2,493,998	4.10	-552,377	2,439,239	4.12
1,003,296	51.31	1,811,090	36.52	-807,793	1,838,542	37.06	-835,245 TOTAL ADMIN EXPENSES	13,331,155	45.26	20,976,459	34.52	-7,645,303	20,508,493	34.66
308,370	15.77	1,840,614	37.11	-1,532,244	1,826,970	36.83	-1,518,601 HOUSE PROFIT	8,620,684	29.27	24,928,240	41.03	-16,307,556	24,235,244	40.96
FIXED EXPENSES														
119,916	6.13	124,042	2.50	-4,126	124,019	2.50	-4,103 MANAGEMENT FEES	994,125	3.38	1,519,748	2.50	-525,623	1,479,278	2.50
1,029,033	52.63	1,036,481	20.90	-7,448	1,005,596	20.27	23,437 FIXED EXPENSES	11,333,299	38.48	11,506,261	18.94	-172,963	11,199,746	18.93
-840,580	-42.99	680,091	13.71	-1,520,670	697,355	14.06	-1,537,935 NET OPERATING INCOME	-3,706,739	-12.58	11,902,231	19.59	-15,608,971	11,556,221	19.53
1,559,129	79.74	643,805	12.98	915,324	1,813,705	36.56	-254,576 Other	17,596,212	59.74	7,154,450	11.77	10,441,763	18,268,997	30.88
-2,399,709	-122.73	36,286	0.73	-2,435,994	-1,116,349	-22.50	-1,283,360 N.I. after Other	-21,302,952	-72.32	4,747,782	7.81	-26,050,733	-6,712,776	-11.35
-1,468,243		36,286		-1,504,528	-184,883		-1,283,360 Cash before Depreciation/Amortization	-11,056,826		4,747,782		-15,804,607	3,591,244	

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,280		5,280		0	5,280		0	Total Rooms Available	58,960		58,960		0	58,784		176
2,090		2,954		-864	3,248		-1,158	Total Rooms Sold	24,608		38,253		-13,645	38,313		-13,705
39.58%		55.95%		-16.36%	61.52%		-21.93%	Occupancy %	41.74%		64.88%		-23.14%	65.18%		-23.44%
68.12		79.78		-11.66	79.88		-11.76	Average Rate	71.55		79.81		-8.26	79.26		-7.71
26.96		44.63		-17.67	49.14		-22.18	REVPAR	29.86		51.78		-21.92	51.66		-21.80
REVENUES																
142,371	98.35	235,664	98.78	-93,293	259,456	98.71	-117,085	ROOMS	1,760,601	98.47	3,052,979	98.81	-1,292,377	3,036,720	98.83	-1,276,119
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,386	1.65	2,902	1.22	-516	3,382	1.29	-996	MISCELLANEOUS	27,319	1.53	36,700	1.19	-9,381	35,984	1.17	-8,665
144,757	100.00	238,566	100.00	-93,809	262,837	100.00	-118,080	TOTAL REVENUES	1,787,920	100.00	3,089,679	100.00	-1,301,759	3,072,704	100.00	-1,284,784
DEPARTMENT EXPENSES																
39,839	27.98	63,460	26.93	-23,621	74,305	28.64	-34,466	ROOMS EXPENSE	420,108	23.86	773,126	25.32	-353,017	741,402	24.41	-321,293
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
425	17.81	773	26.65	-348	1,343	39.71	-918	MISCELLANEOUS EXPENSE	4,811	17.61	9,975	27.18	-5,163	22,305	61.99	-17,494
40,264	27.81	64,233	26.92	-23,969	75,647	28.78	-35,383	TOTAL DEPARTMENTAL EXPENSES	424,919	23.77	783,100	25.35	-358,181	763,707	24.85	-338,787
DEPARTMENTAL PROFIT																
102,532	72.02	172,204	73.07	-69,672	185,151	71.36	-82,619	ROOMS PROFIT	1,340,493	76.14	2,279,853	74.68	-939,360	2,295,319	75.59	-954,826
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,961	82.19	2,129	73.35	-168	2,039	60.29	-78	MISCELLANEOUS PROFIT	22,507	82.39	26,725	72.82	-4,218	13,679	38.01	8,829
104,493	72.19	174,333	73.08	-69,840	187,190	71.22	-82,697	TOTAL DEPARTMENTAL PROFIT	1,363,001	76.23	2,306,579	74.65	-943,578	2,308,998	75.15	-945,997
17,728	12.25	32,403	13.58	-14,675	31,870	12.13	-14,142	A & G EXPENSE	244,831	13.69	350,676	11.35	-105,845	403,447	13.13	-158,617
2,490	1.72	2,352	0.99	138	2,306	0.88	184	TELECOM	29,318	1.64	25,872	0.84	3,446	25,847	0.84	3,471
3,012	2.08	8,147	3.42	-5,135	7,367	2.80	-4,355	SALES & MARKETING EXPENSES	48,553	2.72	88,337	2.86	-39,784	78,142	2.54	-29,589
21,320	14.73	29,239	12.26	-7,919	32,464	12.35	-11,144	FRANCHISE FEES	220,411	12.33	378,768	12.26	-158,357	363,123	11.82	-142,712
9,780	6.76	13,472	5.65	-3,692	23,715	9.02	-13,935	MAINTENANCE EXPENSES	99,096	5.54	169,944	5.50	-70,848	161,698	5.26	-62,602
10,255	7.08	11,136	4.67	-881	13,842	5.27	-3,587	UTILITIES EXPENSE	105,932	5.92	137,735	4.46	-31,803	139,762	4.55	-33,830
64,586	44.62	96,751	40.56	-32,165	111,564	42.45	-46,978	TOTAL ADMIN EXPENSES	748,141	41.84	1,151,332	37.26	-403,191	1,172,019	38.14	-423,878
39,907	27.57	77,582	32.52	-37,675	75,626	28.77	-35,719	HOUSE PROFIT	614,860	34.39	1,155,247	37.39	-540,387	1,136,978	37.00	-522,118

FIXED EXPENSES																
7,855	5.43	5,964	2.50	1,891	6,573	2.50	1,282	MANAGEMENT FEES	59,904	3.35	77,242	2.50	-17,338	76,833	2.50	-16,929
25,970	17.94	24,014	10.07	1,957	25,446	9.68	525	FIXED EXPENSES	285,409	15.96	282,650	9.15	2,758	300,809	9.79	-15,400
6,082	4.20	47,604	19.95	-41,523	43,607	16.59	-37,526	NET OPERATING INCOME	269,547	15.08	795,354	25.74	-525,807	759,336	24.71	-489,789
89,954	62.14	43,857	18.38	46,097	109,460	41.65	-19,506	Other	1,003,723	56.14	487,087	15.76	516,636	1,067,193	34.73	-63,470
-83,873	-57.94	3,747	1.57	-87,619	-65,853	-25.05	-18,020	N.I. after Other	-734,175	-41.06	308,268	9.98	-1,042,443	-307,856	-10.02	-426,319
-36,653		3,747		-40,399	-18,633		-18,020	Cash before Depreciation/Amortization	-214,755		308,268		-523,023	211,564		-426,319

12/14/2020 at 10:58:11 AM

Page 1 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
23,834	16.74	28,799	12.22	-4,965	36,962	14.25	-13,128	Rack/ Premium	417,486	23.71	376,580	12.33	40,906	362,598	11.94	54,888
939	0.66	15,387	6.53	-14,448	1,664	0.64	-725	Corporate	20,495	1.16	140,932	4.62	-120,437	117,620	3.87	-97,125
84,854	59.60	94,225	39.98	-9,372	69,319	26.72	15,534	Discounts - Other	838,144	47.61	739,999	24.24	98,145	690,592	22.74	147,551
10,778	7.57	59,105	25.08	-48,327	109,980	42.39	-99,202	Government	172,044	9.77	1,139,218	37.31	-967,174	1,216,439	40.06	-1,044,395
18,311	12.86	30,992	13.15	-12,681	23,327	8.99	-5,016	Locally Negotiated Rate	217,271	12.34	488,171	15.99	-270,900	429,098	14.13	-211,827
0	0.00	0	0.00	0	0	0.00	0	Allowances	0	0.00	0	0.00	0	1,132	0.04	-1,132
138,716	97.43	228,509	96.96	-89,793	241,252	92.98	-102,536	Total Transient Revenue	1,665,439	94.59	2,884,900	94.49	-1,219,461	2,817,479	92.78	-1,152,040
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
2,208	1.55	7,156	3.04	-4,948	17,318	6.67	-15,110	Group- Corporate	80,218	4.56	168,079	5.51	-87,861	211,384	6.96	-131,166
2,208	1.55	7,156	3.04	-4,948	17,318	6.67	-15,110	Total Group Revenue	80,218	4.56	168,079	5.51	-87,861	211,384	6.96	-131,166
1,447	1.02	0	0.00	1,447	886	0.34	562	Guaranteed No-Show	14,945	0.85	0	0.00	14,945	7,857	0.26	7,087
142,371	100.00	235,664	100.00	-93,293	259,456	100.00	-117,085	Total Rooms Revenue	1,760,601	100.00	3,052,979	100.00	-1,292,377	3,036,720	100.00	-1,276,119
ROOM STATISTICS																
294	14	295	10	-1	398	12	-104	Rack/ Premium Rooms	5,097	21	3,934	10	1,163	3,779	10	1,318
21	1	266	9	-245	31	1	-10	Corporate Rooms	345	1	2,705	7	-2,360	2,323	6	-1,978
1,277	61	1,182	40	95	950	29	327	Discounts - Other Rooms	12,110	49	9,070	24	3,040	8,669	23	3,441
143	7	679	23	-536	1,304	40	-1,161	Government Rooms	2,057	8	13,237	35	-11,180	14,277	37	-12,220
323	15	443	15	-120	333	10	-10	Locally Negotiated Corporate Rooms	3,663	15	6,784	18	-3,121	6,050	16	-2,387
2,058	98	2,865	97	-807	3,016	93	-958	Total Transient Stats	23,272	95	35,729	93	-12,457	35,098	92	-11,826
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
32	2	89	3	-57	232	7	-200	Group- Corporate Rooms	1,336	5	2,524	7	-1,188	3,215	8	-1,879
32	2	89	3	-57	232	7	-200	Total Group Stats	1,336	5	2,524	7	-1,188	3,215	8	-1,879
2,090	100	2,954	100	-864	3,248	100	-1,158	TOTAL ROOM STATISTICS	24,608	100	38,253	100	-13,645	38,313	100	-13,705
Other Room Stats																
1	0	0	0	1	5	0	-4	Comp Rooms	55	0	0	0	55	175	0	-120
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	4	0	-4

0	0	0	0	0	0	0	0 Single Occupancy	0	0	0	0	0	11,828	31	-11,828
0	0	0	0	0	0	0	0 Multiple Occupancy	0	0	0	0	0	4,661	12	-4,661
37	2	0	0	37	29	1	8 GNS Stats	329	1	0	0	329	193	1	136
2,108	101	0	0	2,108	397	12	1,711 Out of Order Rooms	8,697	35	0	0	8,697	2,926	8	5,771
3,060	146	0	0	3,060	3,776	116	-716 # of Guests	34,169	139	0	0	34,169	41,649	109	-7,480

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
81.07		97.49		-16.42	92.87		-11.80	Rack/Premium ADR	81.91		95.72		-13.81	95.95		-14.04
44.71		57.88		-13.16	53.68		-8.97	Corporate ADR	59.41		52.10		7.30	50.63		8.77
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
66.45		79.74		-13.30	72.97		-6.52	Discount ADR	69.21		81.59		-12.38	79.66		-10.45
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
75.37		86.99		-11.62	84.34		-8.97	Government ADR	83.64		86.07		-2.43	85.20		-1.56
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
56.69		69.94		-13.25	70.05		-13.36	Local Negotiated ADR	59.31		71.96		-12.65	70.93		-11.61
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
67.40		79.75		-12.34	79.99		-12.59	Total Transient ADR	71.56		80.74		-9.18	80.27		-8.71
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
69.00		80.74		-11.74	74.65		-5.65	Group - Corporate ADR	60.04		66.58		-6.54	65.75		-5.71
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
69.00		80.74		-11.74	74.65		-5.65	Total Group ADR	60.04		66.58		-6.54	65.75		-5.71

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,052	0.98	0	0.00	2,052	0	0.00	2,052	FOM/Guest Service Mgr	5,793	0.24	0	0.00	5,793	0	0.00	5,793
3,667	1.75	5,258	1.78	-1,591	5,872	1.81	-2,205	FD/ Guest Service Reps	49,366	2.01	68,091	1.78	-18,725	59,418	1.55	-10,052
0	0.00	3,359	1.14	-3,359	2,962	0.91	-2,962	Executive Housekeeper	23,207	0.94	36,951	0.97	-13,744	28,212	0.74	-5,005
3,451	1.65	1,936	0.66	1,515	3,332	1.03	119	Asst Exec Housekeeper/ Inspectress	6,456	0.26	21,615	0.57	-15,159	25,108	0.66	-18,652
7,588	3.63	11,026	3.73	-3,438	12,161	3.74	-4,573	Housekeepers	71,192	2.89	142,783	3.73	-71,591	129,657	3.38	-58,464
801	0.38	3,078	1.04	-2,277	3,198	0.98	-2,397	Housemen	10,488	0.43	34,373	0.90	-23,885	28,517	0.74	-18,028
1,628	0.78	2,393	0.81	-765	2,659	0.82	-1,030	Laundry	16,540	0.67	30,985	0.81	-14,445	29,515	0.77	-12,975
0	0.00	1,743	0.59	-1,743	2,753	0.85	-2,753	Comp Breakfast Hostess	4,843	0.20	22,569	0.59	-17,726	24,177	0.63	-19,334
2,279	1.09	2,880	0.97	-601	2,115	0.65	164	Night Audit	26,094	1.06	32,160	0.84	-6,066	31,198	0.81	-5,104
2,195	1.05	2,836	0.96	-641	2,892	0.89	-697	Payroll Taxes	20,622	0.84	33,827	0.88	-13,205	33,717	0.88	-13,096
572	0.27	2,105	0.71	-1,533	1,639	0.50	-1,066	Employee Benefits	10,630	0.43	23,155	0.61	-12,525	21,660	0.57	-11,030
1,081	0.52	985	0.33	96	1,794	0.55	-712	Vacation /PTO	16,831	0.68	10,835	0.28	5,996	15,226	0.40	1,605
993	0.48	1,548	0.52	-555	1,048	0.32	-55	Holiday	5,154	0.21	7,740	0.20	-2,586	6,846	0.18	-1,692
0	0.00	175	0.06	-175	0	0.00	0	Bonus/Incentive Pay	0	0.00	1,925	0.05	-1,925	4,074	0.11	-4,074
0	0.00	0	0.00	0	1,940	0.60	-1,940	Contract Labor- Housekeepers	0	0.00	0	0.00	0	12,119	0.32	-12,119
26,307	12.59	39,322	13.31	-13,015	44,364	13.66	-18,057	Total P/R & R/Benefits- Rooms	267,217	10.86	467,009	12.21	-199,792	449,444	11.73	-182,227
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	118	0.04	-118	111	0.03	-111	Newspapers	330	0.01	1,530	0.04	-1,200	1,568	0.04	-1,238
2,368	1.13	7,385	2.50	-5,017	8,094	2.49	-5,726	Comp Breakfast	29,300	1.19	95,633	2.50	-66,333	89,907	2.35	-60,608
0	0.00	100	0.03	-100	941	0.29	-941	Comp Breakfast- Equipment	537	0.02	1,100	0.03	-563	2,823	0.07	-2,286
0	0.00	0	0.00	0	0	0.00	0	Kitchen Furnishings	0	0.00	0	0.00	0	342	0.01	-342
855	0.41	325	0.11	530	410	0.13	445	Laundry Supplies	2,457	0.10	4,208	0.11	-1,751	2,643	0.07	-186
629	0.30	1,625	0.55	-995	2,872	0.88	-2,242	Linen Supplies	6,502	0.26	21,039	0.55	-14,537	17,874	0.47	-11,372
2,392	1.14	2,335	0.79	57	2,335	0.72	57	Cable TV	24,557	1.00	25,685	0.67	-1,128	26,957	0.70	-2,401
498	0.24	498	0.17	0	498	0.15	0	HSIA Support	5,105	0.21	5,479	0.14	-374	5,479	0.14	-374
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	49	0.00	-49
834	0.40	945	0.32	-111	999	0.31	-165	Reservations Expense	9,629	0.39	12,241	0.32	-2,612	12,198	0.32	-2,569
1,329	0.64	1,891	0.64	-561	2,732	0.84	-1,403	Guest Room Supplies	13,755	0.56	24,482	0.64	-10,727	24,453	0.64	-10,698
644	0.31	532	0.18	113	1,194	0.37	-550	Cleaning Supplies	3,030	0.12	6,886	0.18	-3,856	6,923	0.18	-3,893
0	0.00	443	0.15	-443	1,369	0.42	-1,369	Ecolab Core Supplies	3,516	0.14	5,739	0.15	-2,223	6,297	0.16	-2,782
3,827	1.83	7,541	2.55	-3,714	7,553	2.33	-3,726	Travel Agents Commission	52,883	2.15	97,695	2.55	-44,812	90,582	2.36	-37,698
0	0.00	400	0.14	-400	647	0.20	-647	Uniforms	289	0.01	4,400	0.12	-4,111	3,676	0.10	-3,388
0	0.00	0	0.00	0	185	0.06	-185	Walk Expense	0	0.00	0	0.00	0	185	0.00	-185
154	0.07	0	0.00	154	0	0.00	154	COVID 19 Supplies	1,002	0.04	0	0.00	1,002	0	0.00	1,002
13,532	6.47	24,138	8.17	-10,606	29,940	9.22	-16,408	Total Operating - Rooms	152,891	6.21	306,116	8.00	-153,226	291,957	7.62	-139,067
39,839	19.06	63,460	21.48	-23,621	74,305	22.88	-34,466	Total Expenses- Rooms	420,108	17.07	773,126	20.21	-353,017	741,402	19.35	-321,293
102,532	49.06	172,204	58.30	-69,672	185,151	57.00	-82,619	Net Income- Rooms	1,340,493	54.47	2,279,853	59.60	-939,360	2,295,319	59.91	-954,826

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 10:58:11 AM

Page 7 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 10:58:11 AM

Page 9 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
For Property: Comfort Inn Fayetteville
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Total Phone Revenues	0	0.00	0	0.00	0	0	0.00	0
COS- Communication																
271	0.19	195	0.08	76	207	0.08	64	COS-Local	2,846	0.16	2,145	0.07	701	2,178	0.07	668
494	0.00	486	0.00	8	474	0.00	20	COS-Long Distance	5,297	0.00	5,346	0.00	-49	5,376	0.00	-79
1,625	0.00	1,571	0.00	54	1,525	0.00	100	COS-HSIA ISP	19,294	0.00	17,281	0.00	2,013	17,193	0.00	2,101
2,390	0.00	2,252	0.00	138	2,206	0.00	184	Total COS- Comm	27,437	0.00	24,772	0.00	2,665	24,747	0.00	2,691
-2,390	0.00	-2,252	0.00	-138	-2,206	0.00	-184	Gross Margin- Comm	-27,437	0.00	-24,772	0.00	-2,665	-24,747	0.00	-2,691
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,557	0.00	1,100	0.00	457	1,100	0.00	457
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	324	0.00	0	0.00	324	0	0.00	324
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,881	0.00	1,100	0.00	781	1,100	0.00	781
2,490	0.00	2,352	0.00	138	2,306	0.00	184	N.I.- Comm Dept	29,318	0.00	25,872	0.00	3,446	25,847	0.00	3,471

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	30	1.02	-30	0	0.00	0	Laundry/Valet	0	0.00	383	1.04	-383	80	0.22	-80
0	0.00	0	0.00	0	0	0.00	0	Movie Income	0	0.00	0	0.00	0	1,466	4.08	-1,466
0	0.00	0	0.00	0	1,641	48.53	-1,641	Gift Shop Sales	0	0.00	0	0.00	0	18,542	51.64	-18,542
0	0.00	200	6.89	-200	311	9.18	-311	Vending	1,045	3.82	2,200	5.99	-1,155	1,820	5.07	-775
1,098	46.01	975	33.59	123	980	28.98	118	Pet Fees	10,947	40.07	12,623	34.40	-1,677	10,190	28.38	757
0	0.00	0	0.00	0	0	0.00	0	Rollaways	10	0.04	0	0.00	10	134	0.37	-124
100	4.19	0	0.00	100	0	0.00	100	Miscellaneous	284	1.04	0	0.00	284	773	2.15	-490
201	8.43	250	8.62	-49	450	13.31	-249	Smoking Fee	2,351	8.61	2,750	7.49	-399	2,900	8.08	-549
987	41.37	1,447	49.88	-461	0	0.00	987	Market Sales	12,683	46.42	18,744	51.07	-6,061	0	0.00	12,683
2,386	100.00	2,902	100.00	-516	3,382	100.00	-996	Total Miscellaneous Revenues	27,319	100.00	36,700	100.00	-9,381	35,904	100.00	-8,585
COSales- Miscellaneous																
0	0.00	30	100.00	-30	0	0.00	0	COS-Laundry/Valet	0	0.00	383	100.00	-383	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	COS-Movies	0	0.00	0	0.00	0	6,813	18.98	-6,813
0	0.00	0	0.00	0	1,343	81.82	-1,343	COS-Gift Shop	0	0.00	0	0.00	0	15,492	83.55	-15,492
0	0.00	20	0.69	-20	0	0.00	0	COS-Vending Cost	0	0.00	220	0.60	-220	0	0.00	0
425	43.06	724	50.00	-299	0	0.00	425	COS- Market	4,811	37.94	9,372	50.00	-4,561	0	0.00	4,811
425	17.81	773	26.65	-348	1,343	39.71	-918	Total COS- Miscellaneous	4,811	17.61	9,975	27.18	-5,163	22,305	62.12	-17,494
0	0.00	0	0.00	0	0	0.00	0	Banquet Room Rental	0	0.00	0	0.00	0	80	100.00	-80
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	80	100.00	-80
Cost of Sales- Meeting Room																
1,961	82.19	2,129	73.35	-168	2,039	60.29	-78	Total Miscellaneous Profit	22,507	82.39	26,725	72.82	-4,218	13,679	38.10	8,829

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,589	3.17	5,757	2.41	-1,168	4,596	1.75	-7	General Manager	36,209	2.03	62,751	2.03	-26,542	47,065	1.53	-10,856
0	0.00	3,916	1.64	-3,916	3,791	1.44	-3,791	Assistant General Manager	23,975	1.34	43,725	1.42	-19,750	49,465	1.61	-25,491
2,449	1.69	2,287	0.96	162	2,612	0.99	-164	Security	25,991	1.45	25,157	0.81	834	25,668	0.84	324
60	0.04	1,267	0.53	-1,207	1,457	0.55	-1,398	Payroll Taxes	7,692	0.43	12,107	0.39	-4,416	11,008	0.36	-3,316
14	0.01	928	0.39	-915	934	0.36	-921	Employee Benefits	10,706	0.60	10,208	0.33	498	12,114	0.39	-1,408
100	0.07	0	0.00	100	0	0.00	100	Vacation /PTO	4,111	0.23	0	0.00	4,111	4,601	0.15	-490
0	0.00	0	0.00	0	177	0.07	-177	Holiday	1,209	0.07	0	0.00	1,209	1,462	0.05	-253
0	0.00	3,125	1.31	-3,125	1,000	0.38	-1,000	Bonus/Incentive Pay	2,375	0.13	12,500	0.40	-10,125	4,363	0.14	-1,988
7,211	4.98	17,280	7.24	-10,070	14,568	5.54	-7,357	Total P/R & R/B- A&G	112,268	6.28	166,448	5.39	-54,180	155,746	5.07	-43,478
Operating Expenses- A&G																
151	0.10	375	0.16	-224	50	0.02	101	Employee Relations	1,312	0.07	4,125	0.13	-2,813	3,560	0.12	-2,248
2,000	1.38	2,000	0.84	0	2,000	0.76	0	Accounting Fees	22,000	1.23	22,000	0.71	0	22,000	0.72	0
1,691	1.17	778	0.33	913	1,282	0.49	409	Data Processing	20,590	1.15	10,949	0.35	9,641	9,821	0.32	10,770
456	0.32	532	0.22	-76	1,913	0.73	-1,457	Office Supplies	2,442	0.14	6,886	0.22	-4,444	8,685	0.28	-6,243
44	0.03	44	0.02	0	44	0.02	0	Muzak	465	0.03	484	0.02	-19	526	0.02	-60
0	0.00	475	0.20	-475	681	0.26	-681	Travel & Lodging	386	0.02	5,225	0.17	-4,839	15,724	0.51	-15,337
0	0.00	50	0.02	-50	183	0.07	-183	Meals and Entertainment	0	0.00	550	0.02	-550	1,500	0.05	-1,500
0	0.00	75	0.03	-75	0	0.00	0	Telephone	38	0.00	825	0.03	-787	275	0.01	-237
0	0.00	349	0.15	-349	0	0.00	0	Licenses and Permits	1,557	0.09	1,893	0.06	-337	1,569	0.05	-12
53	0.04	148	0.06	-94	53	0.02	0	Postage	500	0.03	1,913	0.06	-1,413	1,258	0.04	-758
0	0.00	100	0.04	-100	0	0.00	0	Recruitment	1,258	0.07	1,750	0.06	-492	1,465	0.05	-207
0	0.00	180	0.08	-180	167	0.06	-167	Employment Screening/ Drug Testing	1,468	0.08	1,980	0.06	-512	2,144	0.07	-676
0	0.00	250	0.10	-250	0	0.00	0	Training	387	0.02	3,900	0.13	-3,513	1,833	0.06	-1,446
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	50,464	1.64	-50,464
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	3,890	0.13	-3,890
135	0.09	165	0.07	-30	400	0.15	-265	Dues/Subscriptions	2,999	0.17	2,806	0.09	193	4,591	0.15	-1,592
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	28	0.00	-28
3,951	2.73	6,250	2.62	-2,299	8,029	3.05	-4,078	Credit Card Commissions	44,184	2.47	80,950	2.62	-36,766	83,334	2.71	-39,150
-7	0.00	0	0.00	-7	-1,769	-0.67	1,762	Cash Over/Short	-945	-0.05	0	0.00	-945	-6,367	-0.21	5,421
0	0.00	181	0.08	-181	248	0.09	-248	Equipment Rental	2,643	0.15	2,023	0.07	620	1,630	0.05	1,013
484	0.33	560	0.23	-76	544	0.21	-60	Payroll Services	5,277	0.30	6,510	0.21	-1,233	7,894	0.26	-2,617
879	0.61	1,472	0.62	-593	1,464	0.56	-585	Bank Charges	13,315	0.74	16,191	0.52	-2,876	16,017	0.52	-2,702
0	0.00	0	0.00	0	851	0.32	-851	Chargebacks	4,468	0.25	0	0.00	4,468	3,421	0.11	1,047
680	0.47	1,139	0.48	-459	1,162	0.44	-482	Workers Comp Insurance	8,219	0.46	13,269	0.43	-5,050	12,440	0.40	-4,221
10,518	7.27	15,123	6.34	-4,606	17,302	6.58	-6,784	Total Operating- A&G	132,563	7.41	184,228	5.96	-51,665	247,701	8.06	-115,139
17,728	12.25	32,403	13.58	-14,675	31,870	12.13	-14,142	Total Expenses- A&G	244,831	13.69	350,676	11.35	-105,845	403,447	13.13	-158,617

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	3,718	1.56	-3,718	3,600	1.37	-3,600	Director of Sales	15,096	0.84	41,082	1.33	-25,986	36,682	1.19	-21,586
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	18	0.00	0	0.00	18	67	0.00	-49
375	0.26	961	0.40	-586	687	0.26	-312	Revenue Management	5,347	0.30	10,571	0.34	-5,224	7,884	0.26	-2,537
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	1,893	0.06	-1,377	0	0.00	516
0	0.00	444	0.19	-444	233	0.09	-233	Payroll Taxes	1,499	0.08	4,407	0.14	-2,908	3,083	0.10	-1,584
-20	-0.01	992	0.42	-1,012	936	0.36	-956	Employee Benefits	4,695	0.26	10,912	0.35	-6,217	10,636	0.35	-5,942
0	0.00	0	0.00	0	0	0.00	0	Vacation / PTO	2,022	0.11	0	0.00	2,022	1,512	0.05	510
0	0.00	0	0.00	0	168	0.06	-168	Holiday	168	0.01	0	0.00	168	834	0.03	-666
0	0.00	1,100	0.46	-1,100	90	0.03	-90	Bonus/Incentive Pay	1,150	0.06	4,400	0.14	-3,250	3,945	0.13	-2,795
355	0.25	7,387	3.10	-7,032	5,714	2.17	-5,359	Total P/R & R/B- Sales	30,511	1.71	73,265	2.37	-42,754	64,643	2.10	-34,132
Operating Expenses- Sales																
1,195	0.83	0	0.00	1,195	0	0.00	1,195	Revenue Mgmt Fee	5,975	0.33	0	0.00	5,975	0	0.00	5,975
0	0.00	30	0.01	-30	0	0.00	0	Printing & Stationary	0	0.00	165	0.01	-165	114	0.00	-114
0	0.00	10	0.00	-10	0	0.00	0	Office Supplies	0	0.00	110	0.00	-110	37	0.00	-37
0	0.00	50	0.02	-50	69	0.03	-69	Travel & Lodging	223	0.01	2,350	0.08	-2,127	2,057	0.07	-1,834
0	0.00	20	0.01	-20	9	0.00	-9	Meals & Entertainment	37	0.00	220	0.01	-183	243	0.01	-206
0	0.00	200	0.08	-200	15	0.01	-15	Promotions	0	0.00	850	0.03	-850	584	0.02	-584
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	550	0.02	-450	550	0.02	-450
0	0.00	50	0.02	-50	0	0.00	0	Postage	0	0.00	50	0.00	-50	0	0.00	0
175	0.12	0	0.00	175	7	0.00	168	Sales Training	212	0.01	250	0.01	-38	50	0.00	162
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	2,647	0.15	5,177	0.17	-2,530	2,629	0.09	18
0	0.00	0	0.00	0	633	0.24	-633	Trade Show	0	0.00	150	0.00	-150	804	0.03	-804
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	0	0.00	900	0.03	-900	520	0.02	-520
125	0.09	200	0.08	-76	301	0.11	-176	e Commerce Costs	1,162	0.07	2,000	0.06	-838	2,435	0.08	-1,273
1,163	0.80	0	0.00	1,163	446	0.17	716	Brand Paid Search	6,586	0.37	0	0.00	6,586	2,817	0.09	3,769
0	0.00	150	0.06	-150	0	0.00	0	Internet Advertising	250	0.01	750	0.02	-500	0	0.00	250
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	850	0.05	850	0.03	0	0	0.00	850
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	0	0.00	0	250	0.01	-250
0	0.00	0	0.00	0	123	0.05	-123	Collateral	0	0.00	700	0.02	-700	409	0.01	-409
2,657	1.84	760	0.32	1,897	1,653	0.63	1,005	Total Operating- Sales	18,042	1.01	15,072	0.49	2,970	13,499	0.44	4,543
3,012	2.08	8,147	3.42	-5,135	7,367	2.80	-4,355	Total Expenses-Sales	48,553	2.72	88,337	2.86	-39,784	78,142	2.54	-29,589

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
 For Property: Comfort Inn Fayetteville
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,064	1.38	-4,064	3,956	1.22	-3,956	Chief Engineer	10,109	0.41	44,297	1.16	-34,188	22,539	0.59	-12,430
3,408	1.63	4,104	1.39	-696	4,377	1.35	-968	General Maintenance	31,923	1.30	45,829	1.20	-13,907	40,090	1.05	-8,168
307	0.15	490	0.17	-183	736	0.23	-429	Payroll Taxes	3,851	0.16	5,430	0.14	-1,579	5,440	0.14	-1,589
0	0.00	94	0.03	-94	-118	-0.04	118	Employee Benefits	215	0.01	1,034	0.03	-819	937	0.02	-722
0	0.00	0	0.00	0	216	0.07	-216	Holiday	216	0.01	0	0.00	216	822	0.02	-606
100	0.05	0	0.00	100	0	0.00	100	Vacation /PTO	654	0.03	0	0.00	654	1,004	0.03	-350
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	375	0.01	-375	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	931	0.04	0	0.00	931	0	0.00	931
3,815	1.83	8,752	2.96	-4,937	9,166	2.82	-5,351	Total P/R & Related Expenses- Maintenance	47,899	1.95	96,965	2.53	-49,066	70,832	1.85	-22,934
Operating Expenses- R & M																
234	0.11	148	0.05	87	1,218	0.37	-983	Laundry Equipment	1,305	0.05	1,913	0.05	-608	3,223	0.08	-1,918
1,580	0.76	532	0.18	1,049	1,033	0.32	547	Building Maintenance	7,005	0.28	6,886	0.18	119	7,670	0.20	-665
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	24	0.00	-24
84	0.04	148	0.05	-63	108	0.03	-23	Light Bulbs	600	0.02	1,913	0.05	-1,312	1,152	0.03	-551
32	0.02	295	0.10	-263	432	0.13	-400	Electrical & Mechanical	5,116	0.21	3,825	0.10	1,291	4,251	0.11	865
0	0.00	443	0.15	-443	0	0.00	0	HVAC	230	0.01	5,738	0.15	-5,508	6,335	0.17	-6,105
441	0.21	354	0.12	87	1,942	0.60	-1,500	Plumbing & Boiler	8,292	0.34	4,590	0.12	3,702	6,226	0.16	2,066
0	0.00	50	0.02	-50	0	0.00	0	Pool	1,058	0.04	4,480	0.12	-3,422	3,947	0.10	-2,889
528	0.25	515	0.17	13	1,355	0.42	-827	Grounds & Landscaping	3,309	0.13	8,135	0.21	-4,826	9,623	0.25	-6,314
0	0.00	148	0.05	-148	90	0.03	-90	Signage	0	0.00	1,913	0.05	-1,913	799	0.02	-799
0	0.00	236	0.08	-236	1,400	0.43	-1,400	Furniture & Fixtures	-965	-0.04	3,060	0.08	-4,025	2,299	0.06	-3,263
22	0.01	148	0.05	-126	188	0.06	-166	Painting	1,074	0.04	1,913	0.05	-839	1,634	0.04	-560
0	0.00	150	0.05	-150	0	0.00	0	Carpet & Floor	115	0.00	5,100	0.13	-4,985	4,559	0.12	-4,443
0	0.00	30	0.01	-30	0	0.00	0	Telephone	0	0.00	330	0.01	-330	0	0.00	0
0	0.00	75	0.03	-75	0	0.00	0	Kitchen Equipment	0	0.00	825	0.02	-825	608	0.02	-608
67	0.03	414	0.14	-346	779	0.24	-712	Locks & Keys	1,265	0.05	5,355	0.14	-4,090	7,062	0.18	-5,797
0	0.00	89	0.03	-89	764	0.24	-764	Radio & TV	0	0.00	1,148	0.03	-1,148	1,537	0.04	-1,537
256	0.12	500	0.17	-244	3,869	1.19	-3,613	Exterminating	11,713	0.48	5,650	0.15	6,063	17,670	0.46	-5,958
0	0.00	0	0.00	0	0	0.00	0	License & Permits	0	0.00	0	0.00	0	340	0.01	-340
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	1,659	0.04	-1,659
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	172	0.00	-172
0	0.00	0	0.00	0	0	0.00	0	Storage	0	0.00	0	0.00	0	297	0.01	-297
2,306	1.10	50	0.02	2,256	0	0.00	2,306	Fire & Safety	4,152	0.17	5,850	0.15	-1,699	3,906	0.10	245
413	0.20	396	0.13	17	1,373	0.42	-959	Elevator	6,929	0.28	4,355	0.11	2,573	5,874	0.15	1,055
5,964	2.85	4,720	1.60	1,244	14,549	4.48	-8,585	Total Operating - R & M	51,197	2.08	72,978	1.91	-21,781	90,865	2.37	-39,668
9,780	4.68	13,472	4.56	-3,692	23,715	7.30	-13,935	Total Expenses- R & M	99,096	4.03	169,944	4.44	-70,848	161,698	4.22	-62,602

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,181	1.52	6,450	2.18	-3,269	8,263	2.54	-5,083	Electricity	58,712	2.39	80,513	2.10	-21,801	79,741	2.08	-21,030
462	0.22	620	0.21	-159	512	0.16	-51	Gas	5,000	0.20	7,266	0.19	-2,266	7,136	0.19	-2,136
6,238	2.98	3,500	1.18	2,738	4,500	1.39	1,738	Water & Sewer	38,110	1.55	43,730	1.14	-5,620	46,570	1.22	-8,460
375	0.18	566	0.19	-191	566	0.17	-191	Waste Removal	4,111	0.17	6,226	0.16	-2,115	6,316	0.16	-2,205
10,255	4.91	11,136	3.77	-881	13,842	4.26	-3,587	Total Expenses- Utilities	105,932	4.30	137,735	3.60	-31,803	139,762	3.65	-33,830

12/14/2020 at 10:58:11 AM

Page 17 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,610	6.75	13,315	5.65	-3,705	15,175	5.85	-5,565	Franchise Fees/ Royalties	101,295	5.75	172,493	5.65	-71,198	164,876	5.43	-63,581
6,549	4.60	9,073	3.85	-2,524	10,341	3.99	-3,792	Advertising	69,024	3.92	117,540	3.85	-48,516	76,862	2.53	-7,838
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	35,863	1.18	-35,863
4,909	3.45	5,107	2.17	-199	5,258	2.03	-350	Frequent Traveler	46,354	2.63	66,143	2.17	-19,788	65,523	2.16	-19,169
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	0	0.00	0	0.00	0	1,104	0.04	-1,104
253	0.18	1,744	0.74	-1,491	1,690	0.65	-1,438	Other Franchise Cost	3,738	0.21	22,592	0.74	-18,855	18,894	0.62	-15,157
21,320	14.98	29,239	12.41	-7,919	32,464	12.51	-11,144	Total Franchise Fees Expense	220,411	12.52	378,768	12.41	-158,357	363,123	11.96	-142,712

12/14/2020 at 10:58:11 AM

Page 18 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,619	2.50	5,964	2.50	-2,345	6,573	2.50	-2,954	Management Fees	44,699	2.50	77,242	2.50	-32,543	76,833	2.50	-32,134
4,236	2.93	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,205	0.85	0	0.00	15,205	0	0.00	15,205
7,855	5.43	5,964	2.50	1,891	6,573	2.50	1,282	Total Management Fees Expense	59,904	3.35	77,242	2.50	-17,338	76,833	2.50	-16,929

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
11,406	7.88	9,543	4.00	1,864	11,406	4.34		0 FF & E Reserve	125,470	7.02	123,587	4.00	1,883	143,637	4.67	-18,167
8,006	5.53	8,006	3.36	0	7,903	3.01		103 Real Estate Tax	88,063	4.93	88,062	2.85	0	87,246	2.84	816
639	0.44	639	0.27	0	572	0.22		67 Personal Property Tax	7,024	0.39	7,024	0.23	0	6,941	0.23	83
5,920	4.09	5,827	2.44	93	5,564	2.12		356 Insurance	64,852	3.63	63,977	2.07	875	62,984	2.05	1,868
25,970	17.94	24,014	10.07	1,957	25,446	9.68	525	TOTAL FIXED EXPENSES	285,409	15.96	282,650	9.15	2,758	300,809	9.79	-15,400

12/14/2020 at 10:58:11 AM

Page 20 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
1,262	0.87	0	0.00	1,262	10,933	4.16	-9,670	Owners Expense	18,205	1.02	0	0.00	18,205	15,801	0.51	2,404
43,762	30.23	0	0.00	43,762	43,762	16.65	0	Depreciation	481,382	26.92	0	0.00	481,382	481,382	15.67	0
3,458	2.39	0	0.00	3,458	3,458	1.32	0	Amortization Expense	38,038	2.13	0	0.00	38,038	38,038	1.24	0
41,472	28.65	41,472	17.38	0	41,216	15.68	256	Interest Expense	455,580	25.48	456,190	14.76	-610	459,470	14.95	-3,890
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	-4,329	-0.14	4,329
0	0.00	2,386	1.00	-2,386	2,629	1.00	-2,629	Asset Management Fee	3,825	0.21	30,897	1.00	-27,072	30,733	1.00	-26,908
0	0.00	0	0.00	0	348	0.13	-348	Uninsured Loss	0	0.00	0	0.00	0	8,726	0.28	-8,726
0	0.00	0	0.00	0	7,115	2.71	-7,115	Extraordinary Expenses	6,692	0.37	0	0.00	6,692	37,372	1.22	-30,679
89,954	62.14	43,857	18.38	46,097	109,460	41.65	-19,506	Total Other	1,003,723	56.14	487,087	15.76	516,636	1,067,193	34.73	-63,470

12/14/2020 at 10:58:11 AM

Page 21 of 22

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,630		3,630		0	3,630		0	Total Rooms Available	40,535		40,535		0	40,414		121
903		2,054		-1,151	2,073		-1,170	Total Rooms Sold	14,536		26,697		-12,161	25,560		-11,024
24.88%		56.58%		-31.71%	57.11%		-32.23%	Occupancy %	35.86%		65.86%		-30.00%	63.25%		-27.39%
82.09		112.69		-30.60	110.75		-28.66	Average Rate	94.81		120.22		-25.41	118.14		-23.33
20.42		63.76		-43.35	63.25		-42.83	REVPAR	34.00		79.18		-45.18	74.72		-40.72
REVENUES																
74,123	95.24	231,466	91.04	-157,343	229,584	92.20	-155,461	ROOMS	1,378,211	95.80	3,209,606	91.64	-1,831,396	3,019,635	92.02	-1,641,424
300	0.39	14,332	5.64	-14,032	13,564	5.45	-13,264	FOOD	26,490	1.84	182,886	5.22	-156,396	172,532	5.26	-146,042
0	0.00	4,765	1.87	-4,765	0	0.00	0	BEVERAGE	0	0.00	61,937	1.77	-61,937	42,524	1.30	-42,524
3,404	4.37	3,695	1.45	-291	5,854	2.35	-2,449	MISCELLANEOUS	33,953	2.36	47,923	1.37	-13,971	46,879	1.43	-12,927
77,828	100.00	254,258	100.00	-176,431	249,002	100.00	-171,174	TOTAL REVENUES	1,438,653	100.00	3,502,353	100.00	-2,063,700	3,281,571	100.00	-1,842,918
DEPARTMENT EXPENSES																
29,844	40.26	54,571	23.58	-24,727	58,672	25.56	-28,828	ROOMS EXPENSE	337,424	24.48	680,995	21.22	-343,570	663,155	21.96	-325,731
0	0.00	18,290	127.62	-18,290	18,224	134.35	-18,224	FOOD EXPENSE	53,149	200.64	215,273	117.71	-162,124	202,544	117.39	-149,394
0	0.00	1,334	28.00	-1,334	7	0.00	-7	BEVERAGE EXPENSE	0	0.00	19,342	31.23	-19,342	13,681	32.17	-13,681
1,071	31.45	1,375	37.21	-304	2,399	40.99	-1,328	MISCELLANEOUS EXPENSE	10,459	30.81	17,899	37.35	-7,440	22,859	48.76	-12,399
30,915	39.72	75,570	29.72	-44,656	79,301	31.85	-48,386	TOTAL DEPARTMENTAL EXPENSES	401,033	27.88	933,510	26.65	-532,477	902,239	27.49	-501,206
DEPARTMENTAL PROFIT																
44,280	59.74	176,895	76.42	-132,616	170,913	74.44	-126,633	ROOMS PROFIT	1,040,786	75.52	2,528,612	78.78	-1,487,825	2,356,480	78.04	-1,315,694
300	100.00	-3,959	-27.62	4,259	-4,660	-34.35	4,960	FOOD PROFIT	-26,660	-100.64	-32,387	-17.71	5,728	-30,012	-17.39	3,352
0	0.00	3,431	72.00	-3,431	-7	0.00	7	BEVERAGE PROFIT	0	0.00	42,595	68.77	-42,595	28,843	67.83	-28,843
2,334	68.55	2,320	62.79	13	3,454	59.01	-1,121	MISCELLANEOUS PROFIT	23,493	69.19	30,024	62.65	-6,531	24,021	51.24	-527
46,913	60.28	178,688	70.28	-131,775	169,701	68.15	-122,788	TOTAL DEPARTMENTAL PROFIT	1,037,620	72.12	2,568,843	73.35	-1,531,223	2,379,332	72.51	-1,341,712
12,551	16.13	28,029	11.02	-15,478	32,236	12.95	-19,686	A & G EXPENSE	248,117	17.25	345,220	9.86	-97,103	326,851	9.96	-78,734
3,097	3.98	2,607	1.03	490	2,897	1.16	200	TELECOM	30,866	2.15	28,428	0.81	2,438	29,677	0.90	1,189
2,687	3.45	9,672	3.80	-6,985	8,542	3.43	-5,855	SALES & MARKETING EXPENSES	60,483	4.20	117,081	3.34	-56,598	100,266	3.06	-39,783
7,221	9.28	26,833	10.55	-19,612	29,423	11.82	-22,202	FRANCHISE FEES	178,631	12.42	368,756	10.53	-190,124	353,947	10.79	-175,316
12,475	16.03	15,491	6.09	-3,016	19,765	7.94	-7,290	MAINTENANCE EXPENSES	131,945	9.17	169,513	4.84	-37,567	168,675	5.14	-36,729
9,591	12.32	12,265	4.82	-2,674	9,671	3.88	-79	UTILITIES EXPENSE	101,801	7.08	132,692	3.79	-30,891	129,886	3.96	-28,085
47,622	61.19	94,896	37.32	-47,274	102,535	41.18	-54,912	TOTAL ADMIN EXPENSES	751,844	52.26	1,161,690	33.17	-409,846	1,109,303	33.80	-357,459
-709	-0.91	83,792	32.96	-84,501	67,166	26.97	-67,875	HOUSE PROFIT	285,776	19.86	1,407,153	40.18	-1,121,377	1,270,029	38.70	-984,253

FIXED EXPENSES															
5,740	7.38	6,362	2.50	-622	6,225	2.50	-485 MANAGEMENT FEES	50,757	3.53	87,626	2.50	-36,869	82,039	2.50	-31,282
55,675	71.54	49,636	19.52	6,039	49,334	19.81	6,341 FIXED EXPENSES	589,272	40.96	572,636	16.35	16,636	564,976	17.22	24,295
-62,124	-79.82	27,794	10.93	-89,918	11,607	4.66	-73,731 NET OPERATING INCOME	-354,253	-24.62	746,891	21.33	-1,101,144	623,014	18.99	-977,267
68,194	87.62	39,772	15.64	28,422	82,315	33.06	-14,121 Other	779,621	54.19	444,554	12.69	335,067	825,229	25.15	-45,608
-130,318	-167.44	-11,979	-4.71	-118,339	-70,709	-28.40	-59,610 N.I. after Other	-1,133,874	-78.81	302,336	8.63	-1,436,211	-202,215	-6.16	-931,659
-100,176		-11,979		-88,197	-40,567		-59,610 Cash before Depreciation/Amortization	-802,312		302,336		-1,104,649	129,347		-931,659

12/14/2020 at 1:31:19 PM

Page 1 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
47,544	64.14	66,858	28.88	-19,314	75,047	32.69	-27,503	Rack/ Premium	725,759	52.66	1,211,431	37.74	-485,672	1,119,996	37.09	-394,237
16,009	21.60	50,529	21.83	-34,519	39,920	17.39	-23,911	Discounts - Other	295,579	21.45	524,253	16.33	-228,675	536,269	17.76	-240,691
864	1.17	3,985	1.72	-3,121	5,658	2.46	-4,794	Government	27,902	2.02	73,572	2.29	-45,670	69,816	2.31	-41,914
6,007	8.10	54,431	23.52	-48,424	48,319	21.05	-42,312	Locally Negotiated Rate	210,755	15.29	783,495	24.41	-572,740	674,753	22.35	-463,998
0	0.00	0	0.00	0	0	0.00	0	Allowances	117	0.01	0	0.00	117	-175	-0.01	292
1,451	1.96	986	0.43	465	6,768	2.95	-5,317	Redemption Revenue	33,022	2.40	61,133	1.90	-28,110	69,649	2.31	-36,627
71,875	96.97	176,788	76.38	-104,913	175,712	76.53	-103,837	Total Transient Revenue	1,293,134	93.83	2,653,883	82.69	-1,360,749	2,470,308	81.81	-1,177,174
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
1,740	2.35	54,678	23.62	-52,938	52,276	22.77	-50,536	Group- Corporate	75,954	5.51	555,723	17.31	-479,769	534,285	17.69	-458,331
1,740	2.35	54,678	23.62	-52,938	52,276	22.77	-50,536	Total Group Revenue	75,954	5.51	555,723	17.31	-479,769	534,285	17.69	-458,331
508	0.69	0	0.00	508	1,596	0.70	-1,088	Guaranteed No-Show	9,122	0.66	0	0.00	9,122	15,041	0.50	-5,919
74,123	100.00	231,466	100.00	-157,343	229,584	100.00	-155,461	Total Rooms Revenue	1,378,211	100.00	3,209,606	100.00	-1,831,396	3,019,635	100.00	-1,641,424
ROOM STATISTICS																
549	61	431	21	118	596	29	-47	Rack/ Premium Rooms	7,023	48	8,533	32	-1,510	8,193	32	-1,170
251	28	616	30	-365	541	26	-290	Discounts - Other Rooms	4,266	29	6,014	23	-1,748	6,355	25	-2,089
9	1	41	2	-32	61	3	-52	Government Rooms	292	2	759	3	-467	737	3	-445
74	8	514	25	-440	448	22	-374	Locally Negotiated Corporate Rooms	2,322	16	7,244	27	-4,922	6,272	25	-3,950
883	98	1,602	78	-719	1,646	79	-763	Total Transient Stats	13,903	96	22,550	84	-8,647	21,557	84	-7,654
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
20	2	452	22	-432	427	21	-407	Group- Corporate Rooms	633	4	4,147	16	-3,514	4,003	16	-3,370
20	2	452	22	-432	427	21	-407	Total Group Stats	633	4	4,147	16	-3,514	4,003	16	-3,370
903	100	2,054	100	-1,151	2,073	100	-1,170	TOTAL ROOM STATISTICS	14,536	100	26,697	100	-12,161	25,560	100	-11,024
Other Room Stats																
1	0	0	0	1	9	0	-8	Comp Rooms	238	2	0	0	238	156	1	82
8	1	0	0	8	18	1	-10	GNS Stats	142	1	0	0	142	167	1	-25
163	18	0	0	163	206	10	-43	Out of Order Rooms	1,318	9	0	0	1,318	1,922	8	-604

1,128	125	0	0	1,128	2,623	127	-1,495 # of Guests	19,246	132	0	0	19,246	32,314	126	-13,068
-------	-----	---	---	-------	-------	-----	--------------------	--------	-----	---	---	--------	--------	-----	---------

12/14/2020 at 1:31:19 PM

Page 2 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
86.60		155.00		-68.40	125.92		-39.32	Rack/Premium ADR	103.34		141.96		-38.62	136.70		-33.36
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
63.78		82.00		-18.22	73.79		-10.01	Discount ADR	69.29		87.18		-17.89	84.39		-15.10
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
96.00		97.00		-1.00	92.75		3.25	Government ADR	95.55		96.94		-1.39	94.73		0.82
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
81.18		106.00		-24.82	107.85		-26.68	Local Negotiated ADR	90.76		108.16		-17.40	107.58		-16.82
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
81.40		110.35		-28.95	106.75		-25.35	Total Transient ADR	93.01		117.69		-24.68	114.59		-21.58
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
87.00		121.00		-34.00	122.43		-35.43	Group - Corporate ADR	119.99		134.00		-14.00	133.47		-13.48
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
87.00		121.00		-34.00	122.43		-35.43	Total Group ADR	119.99		134.00		-14.00	133.47		-13.48

12/14/2020 at 1:31:19 PM

Page 3 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
3,132	3.47	0	0.00	3,132	0	0.00	3,132	FOM/Guest Service Mgr	5,951	0.41	0	0.00	5,951	0	0.00	5,951
4,020	4.45	5,340	2.60	-1,320	4,640	2.24	-621	FD/ Guest Service Reps	36,220	2.49	67,565	2.53	-31,345	70,172	2.75	-33,952
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	252	0.01	-252
0	0.00	3,556	1.73	-3,556	2,898	1.40	-2,898	Executive Housekeeper	11,031	0.76	38,862	1.46	-27,831	37,352	1.46	-26,321
2,656	2.94	2,194	1.07	462	0	0.00	2,656	Asst Exec Housekeeper/ Inspectress	25,437	1.75	27,852	1.04	-2,415	0	0.00	25,437
3,969	4.40	12,838	6.25	-8,869	6,896	3.33	-2,927	Housekeepers	42,008	2.89	166,858	6.25	-124,850	38,329	1.50	3,679
0	0.00	5,400	2.63	-5,400	3,394	1.64	-3,394	Housemen	9,667	0.67	60,300	2.26	-50,633	31,401	1.23	-21,734
0	0.00	3,286	1.60	-3,286	1,012	0.49	-1,012	Laundry	4,629	0.32	42,716	1.60	-38,087	7,664	0.30	-3,035
3,504	3.88	3,600	1.75	-96	3,653	1.76	-149	Night Audit	37,971	2.61	40,200	1.51	-2,229	42,416	1.66	-4,445
1,445	1.60	2,239	1.09	-794	2,468	1.19	-1,023	Payroll Taxes	18,474	1.27	27,207	1.02	-8,734	24,386	0.95	-5,913
193	0.21	744	0.36	-551	1,549	0.75	-1,356	Employee Benefits	6,600	0.45	8,184	0.31	-1,584	11,797	0.46	-5,197
115	0.13	600	0.29	-485	1,805	0.87	-1,690	Vacation /PTO	10,390	0.71	6,600	0.25	3,790	7,750	0.30	2,640
227	0.25	500	0.24	-273	659	0.32	-432	Holiday	2,372	0.16	2,500	0.09	-128	2,737	0.11	-365
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	250	0.02	0	0.00	250	87	0.00	163
0	0.00	0	0.00	0	9,278	4.48	-9,278	Contract Labor- Housekeepers	15,955	1.10	0	0.00	15,955	145,463	5.69	-129,508
0	0.00	0	0.00	0	1,127	0.54	-1,127	Contract Labor- Houseperson	2,340	0.16	0	0.00	2,340	14,378	0.56	-12,037
0	0.00	0	0.00	0	2,697	1.30	-2,697	Contract Labor- Laundry	1,919	0.13	0	0.00	1,919	23,079	0.90	-21,161
19,259	21.33	40,297	19.62	-21,038	42,076	20.30	-22,817	Total P/R & R/Benefits- Rooms	231,213	15.91	488,844	18.31	-257,631	457,263	17.89	-226,049
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	62	0.03	-62	0	0.00	0	Newspapers	291	0.02	801	0.03	-510	809	0.03	-517
0	0.00	1,849	0.90	-1,849	3,730	1.80	-3,730	Comp Breakfast	6,831	0.47	24,027	0.90	-17,196	24,654	0.96	-17,823
2,407	2.67	0	0.00	2,407	0	0.00	2,407	Rooms- Promotion	2,820	0.19	0	0.00	2,820	4,171	0.16	-1,352
0	0.00	416	0.20	-416	0	0.00	0	Guest Transportation	0	0.00	4,576	0.17	-4,576	19,049	0.75	-19,049
568	0.63	103	0.05	466	0	0.00	568	Laundry Supplies	722	0.05	1,335	0.05	-613	307	0.01	416
43	0.05	1,130	0.55	-1,087	967	0.47	-924	Linen Supplies	3,066	0.21	14,683	0.55	-11,618	12,306	0.48	-9,241
1,838	2.04	1,680	0.82	158	1,674	0.81	164	Cable TV	18,672	1.28	18,480	0.69	192	20,038	0.78	-1,366
524	0.58	400	0.19	124	562	0.27	-38	HSIA Support	4,456	0.31	4,400	0.16	56	4,596	0.18	-140
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	116	0.00	-116
511	0.57	1,232	0.60	-721	293	0.14	218	Reservations Expense	6,320	0.43	16,709	0.63	-10,389	13,302	0.52	-6,982
1,860	2.06	2,362	1.15	-502	3,147	1.52	-1,287	Guest Room Supplies	21,977	1.51	30,702	1.15	-8,724	29,296	1.15	-7,319
790	0.87	514	0.25	276	374	0.18	416	Cleaning Supplies	4,935	0.34	6,674	0.25	-1,740	6,589	0.26	-1,655
55	0.06	349	0.17	-294	354	0.17	-299	Ecolab Core Supplies	2,734	0.19	4,539	0.17	-1,805	5,646	0.22	-2,912
1,795	1.99	3,720	1.81	-1,925	3,538	1.71	-1,743	Travel Agents Commission	30,555	2.10	59,220	2.22	-28,665	57,330	2.24	-26,775
0	0.00	308	0.15	-308	201	0.10	-201	Uniforms	1,102	0.08	4,005	0.15	-2,902	4,250	0.17	-3,148
0	0.00	150	0.07	-150	1,755	0.85	-1,755	Walk Expense	0	0.00	2,000	0.07	-2,000	3,433	0.13	-3,433
193	0.21	0	0.00	193	0	0.00	193	COVID 19 Supplies	1,730	0.12	0	0.00	1,730	0	0.00	1,730
10,585	11.72	14,274	6.95	-3,689	16,596	8.01	-6,011	Total Operating - Rooms	106,211	7.31	192,150	7.20	-85,939	205,893	8.06	-99,681
29,844	33.05	54,571	26.57	-24,727	58,672	28.30	-28,828	Total Expenses- Rooms	337,424	23.21	680,995	25.51	-343,570	663,155	25.95	-325,731

44,280	49.04	176,895	86.12	-132,616	170,913	82.45	-126,633	Net Income- Rooms	1,040,786	71.60	2,528,612	94.72	-1,487,825	2,356,480	92.19	-1,315,694
--------	-------	---------	-------	----------	---------	-------	----------	-------------------	-----------	-------	-----------	-------	------------	-----------	-------	------------

12/14/2020 at 1:31:19 PM

Page 4 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	12,732	66.67	-12,732	12,714	93.73	-12,714	Total Food Sales	23,873	90.12	165,286	67.51	-141,413	155,028	72.09	-131,155
0	0.00	4,765	24.95	-4,765	0	0.00	0	Total Beverage Sales	0	0.00	61,937	25.30	-61,937	42,524	19.77	-42,524
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	300	0.14	-300
300	100.00	1,600	8.38	-1,300	850	6.27	-550	Total Banquet Misc	2,617	9.88	17,600	7.19	-14,983	17,204	8.00	-14,587
300	100.00	19,097	100.00	-18,797	13,564	100.00	-13,264	Total F & B Sales	26,490	100.00	244,823	100.00	-218,334	215,056	100.00	-188,567
0	0.00	5,729	45.00	-5,729	8,894	69.96	-8,894	Food Cost	17,945	75.17	74,379	45.00	-56,434	72,396	46.70	-54,451
0	0.00	1,334	28.00	-1,334	7	0.00	-7	Beverage Costs	0	0.00	17,342	28.00	-17,342	11,681	27.47	-11,681
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	7,064	36.99	-7,064	8,901	65.62	-8,901	Total F & B Costs	17,945	67.74	91,721	37.46	-73,777	84,077	39.10	-66,133
0	0.00	9,876	77.57	-9,876	6,722	52.87	-6,722	Food Wages	22,296	93.39	110,212	66.68	-87,916	100,288	64.69	-77,993
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	9,876	56.44	-9,876	6,722	52.87	-6,722	Total F & B Wages	22,296	93.39	110,212	48.50	-87,916	100,288	50.77	-77,993
0	0.00	1,785	10.20	-1,785	1,211	9.53	-1,211	F & B- P T & E B	7,464	31.27	17,407	7.66	-9,942	15,974	8.09	-8,510
0	0.00	11,661	61.06	-11,661	7,933	58.49	-7,933	TTL P/R and Benefits	29,760	112.35	127,619	52.13	-97,859	116,262	54.06	-86,502
0	0.00	900	7.07	-900	1,396	10.98	-1,396	Food Operating Expenses	5,445	22.81	13,276	8.03	-7,831	13,885	8.96	-8,440
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	2,000	3.23	-2,000	2,000	4.70	-2,000
0	0.00	900	4.71	-900	1,396	10.29	-1,396	Total F & B Operating Expenses	5,445	20.55	15,276	6.24	-9,831	15,885	7.39	-10,440
300	100.00	-528	-2.76	828	-4,666	-34.40	4,966	Net F & B Income	-26,660	-100.64	10,207	4.17	-36,867	-1,169	-0.54	-25,491

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,342	16.34	-2,342	2,341	17.26	-2,341	Starbucks Revenues	2,900	10.95	30,435	16.64	-27,534	28,962	16.79	-26,061
0	0.00	6,758	47.15	-6,758	8,407	61.98	-8,407	Bistro Breakfast	15,543	58.67	87,833	48.03	-72,290	86,533	50.15	-70,990
0	0.00	2,383	16.62	-2,383	1,861	13.72	-1,861	Bistro Dinner	4,839	18.27	30,969	16.93	-26,130	27,078	15.69	-22,239
0	0.00	9,140	63.78	-9,140	10,268	75.70	-10,268	Total Bistro	20,381	76.94	118,802	64.96	-98,420	113,611	65.85	-93,229
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Room Service Delivery Charge	0	0.00	0	0.00	0	-481	-0.28	481
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	-481	-0.28	481
0	0.00	750	5.23	-750	0	0.00	0	Banquet Breakfast	450	1.70	10,550	5.77	-10,100	6,946	4.03	-6,496
0	0.00	300	2.09	-300	0	0.00	0	Banquet Lunch	0	0.00	3,300	1.80	-3,300	4,116	2.39	-4,116
0	0.00	200	1.40	-200	105	0.77	-105	Banquet Breaks	141	0.53	2,200	1.20	-2,059	1,874	1.09	-1,733
0	0.00	1,250	8.72	-1,250	105	0.77	-105	Total Banquets	591	2.23	16,050	8.78	-15,459	12,936	7.50	-12,345
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	12,732	88.84	-12,732	12,714	93.73	-12,714	Net Food Revenue	23,873	90.12	165,286	90.38	-141,413	155,028	89.85	-131,155
300	100.00	1,100	7.68	-800	850	6.27	-550	Banquet Room Rental	2,525	9.53	12,100	6.62	-9,575	11,568	6.70	-9,043
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V	0	0.00	0	0.00	0	300	0.17	-300
0	0.00	500	3.49	-500	0	0.00	0	F & B Service Charges	92	0.35	5,500	3.01	-5,408	5,636	3.27	-5,544
300	100.00	1,600	11.16	-1,300	850	6.27	-550	Total Banquets Other	2,617	9.88	17,600	9.62	-14,983	17,504	10.15	-14,887

300	100.00	14,332	100.00	-14,032	13,564	100.00	-13,264	Total Food Revenues	26,490	100.00	182,886	100.00	-156,396	172,532	100.00	-146,042
-----	--------	--------	--------	---------	--------	--------	---------	---------------------	--------	--------	---------	--------	----------	---------	--------	----------

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	5,729	45.00	-5,729	8,894	69.96	-8,894	Cost of Sales - Food	17,945	75.17	74,379	45.00	-56,434	72,396	46.70	-54,451
0	0.00	5,729	45.00	-5,729	8,894	69.96	-8,894	Total Cost of Good Sold	17,945	75.17	74,379	45.00	-56,434	72,396	46.70	-54,451
Food Payroll																
0	0.00	7,095	49.51	-7,095	5,071	37.38	-5,071	Gourmet Attendant	16,398	61.90	79,231	43.32	-62,833	73,525	42.62	-57,127
0	0.00	2,340	16.33	-2,340	1,524	11.23	-1,524	Cooks	5,198	19.62	26,130	14.29	-20,932	19,540	11.33	-14,342
0	0.00	300	2.09	-300	0	0.00	0	F & B Service Charge- Payout	0	0.00	3,300	1.80	-3,300	3,269	1.89	-3,269
0	0.00	1,225	8.55	-1,225	763	5.63	-763	Payroll Taxes	3,213	12.13	13,407	7.33	-10,193	11,830	6.86	-8,617
0	0.00	141	0.98	-141	127	0.94	-127	Employee Benefits	700	2.64	1,551	0.85	-851	1,494	0.87	-794
0	0.00	200	1.40	-200	-144	-1.06	144	Vacation /PTO	3,881	14.65	2,200	1.20	1,681	1,661	0.96	2,220
0	0.00	360	2.51	-360	257	1.90	-257	Holiday	369	1.39	1,800	0.98	-1,431	1,647	0.95	-1,278
0	0.00	0	0.00	0	335	2.47	-335	Bonus/Incentive Pay	0	0.00	0	0.00	0	835	0.48	-835
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	2,460	1.43	-2,460
0	0.00	11,661	81.36	-11,661	7,933	58.49	-7,933	Total Food Wages	29,760	112.35	127,619	69.78	-97,859	116,262	67.39	-86,502
Operating Expenses																
0	0.00	50	0.35	-50	0	0.00	0	China	0	0.00	830	0.45	-830	317	0.18	-317
0	0.00	25	0.17	-25	0	0.00	0	Glass	0	0.00	275	0.15	-275	119	0.07	-119
0	0.00	15	0.10	-15	0	0.00	0	Silverware	255	0.96	165	0.09	90	118	0.07	136
0	0.00	0	0.00	0	0	0.00	0	Tableware	51	0.19	0	0.00	51	321	0.19	-270
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,430	0.78	-1,430	1,404	0.81	-1,404
0	0.00	0	0.00	0	0	0.00	0	Decorations	0	0.00	0	0.00	0	-124	-0.07	124
0	0.00	0	0.00	0	587	4.33	-587	Contract Cleaning	0	0.00	600	0.33	-600	1,174	0.68	-1,174
0	0.00	0	0.00	0	0	0.00	0	Supplies- Other	0	0.00	0	0.00	0	58	0.03	-58
0	0.00	120	0.84	-120	156	1.15	-156	Cleaning Supplies	786	2.97	1,320	0.72	-534	1,125	0.65	-339
0	0.00	50	0.35	-50	0	0.00	0	Dishwasher Supplies	1,498	5.65	550	0.30	948	544	0.32	954
0	0.00	550	3.84	-550	407	3.00	-407	Supplies- Paper	2,503	9.45	6,050	3.31	-3,547	6,302	3.65	-3,800
0	0.00	0	0.00	0	246	1.82	-246	Menus	251	0.95	1,066	0.58	-815	1,317	0.76	-1,066
0	0.00	90	0.63	-90	0	0.00	0	Kitchen & Utensils Supplies	102	0.38	990	0.54	-888	961	0.56	-859
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Promotions	0	0.00	0	0.00	0	248	0.14	-248
0	0.00	900	6.28	-900	1,396	10.29	-1,396	Total Operating Expense- Food	5,445	20.55	13,276	7.26	-7,831	13,885	8.05	-8,440
0	0.00	18,290	127.62	-18,290	18,224	134.35	-18,224	Total Food Costs	53,149	200.64	215,273	117.71	-162,124	202,544	117.39	-149,394
300	100.00	-3,959	-27.62	4,259	-4,660	-34.35	4,960	N.I.- Food Department	-26,660	-100.64	-32,387	-17.71	5,728	-30,012	-17.39	3,352

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,828	38.36	-1,828	0	0.00	0	Bar Liquor	0	0.00	23,760	38.36	-23,760	16,326	38.39	-16,326
0	0.00	1,253	26.29	-1,253	0	0.00	0	Bar Beer	0	0.00	16,285	26.29	-16,285	11,208	26.36	-11,208
0	0.00	1,684	35.34	-1,684	0	0.00	0	Bar Wine	0	0.00	21,892	35.34	-21,892	14,991	35.25	-14,991
0	0.00	4,765	100.00	-4,765	0	0.00	0	Total Bar Beverage	0	0.00	61,937	100.00	-61,937	42,524	100.00	-42,524
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	4,765	100.00	-4,765	0	0.00	0	Total Beverage Revenue	0	0.00	61,937	100.00	-61,937	42,524	100.00	-42,524

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	512	10.74	-512	0	0.00	0	Cost of Sales - Liquor	0	0.00	6,653	10.74	-6,653	3,268	7.69	-3,268
0	0.00	351	7.36	-351	7	0.00	-7	Cost of Sales - Beer	0	0.00	4,560	7.36	-4,560	3,202	7.53	-3,202
0	0.00	472	9.90	-472	0	0.00	0	Cost of Sales - Wine	0	0.00	6,130	9.90	-6,130	5,211	12.25	-5,211
0	0.00	1,334	28.00	-1,334	7	0.00	-7	Total COGS- Beverage	0	0.00	17,342	28.00	-17,342	11,681	27.47	-11,681
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	2,000	3.23	-2,000	2,000	4.70	-2,000
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	2,000	3.23	-2,000	2,000	4.70	-2,000
0	0.00	1,334	28.00	-1,334	7	0.00	-7	Total Beverage Costs	0	0.00	19,342	31.23	-19,342	13,681	32.17	-13,681
0	0.00	3,431	72.00	-3,431	-7	0.00	7	Net Income- Beverage	0	0.00	42,595	68.77	-42,595	28,843	67.83	-28,843

12/14/2020 at 1:31:19 PM

Page 9 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	763	0.84	-763	Restaurant Breakfast Covers	1,341	0.78	0	0.00	1,341	7,930	0.80	-6,589
0	0.00	0	0.00	0	147	0.16	-147	Restaurant Dinner Covers	374	0.22	0	0.00	374	1,952	0.20	-1,578
0	0.00	0	0.00	0	910	1.00	-910	Total Food Covers	1,715	1.00	0	0.00	1,715	9,882	1.00	-8,167

12/14/2020 at 1:31:19 PM

Page 10 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	15	0.00	-15	Local	0	0.00	0	0.00	0	-769	0.00	769
0	0.00	100	0.00	-100	91	0.00	-91	Long Distance	0	0.00	1,100	0.00	-1,100	1,120	0.00	-1,120
0	0.00	123	0.00	-123	90	0.00	-90	Internet Access Fees	1,397	0.00	1,602	0.00	-205	744	0.00	653
0	0.00	223	0.00	-223	196	0.00	-196	Total Phone Revenues	1,397	0.00	2,702	0.00	-1,305	1,095	0.00	302
COS- Communication																
806	1.04	890	0.35	-84	623	0.25	183	COS-Local	8,398	0.58	9,790	0.28	-1,392	6,653	0.20	1,745
96	0.00	40	40.00	56	169	186.24	-74	COS-Long Distance	590	0.00	440	40.00	150	877	78.31	-287
1,991	0.00	1,700	1,379.42	291	1,975	2,186.11	16	COS-HSIA ISP	21,850	1,564.12	18,700	1,167.42	3,150	19,755	2,656.51	2,095
2,892	0.00	2,630	0.00	262	2,768	0.00	125	Total COS- Comm	30,838	0.00	28,930	0.00	1,908	27,285	0.00	3,553
-2,892	0.00	-2,407	0.00	-486	-2,572	0.00	-321	Gross Margin- Comm	-29,441	0.00	-26,228	0.00	-3,213	-26,190	0.00	-3,252
Operating Expenses																
0	0.00	100	0.00	-100	200	0.00	-200	Equipment Cost	960	0.00	1,100	0.00	-140	1,431	0.00	-471
205	0.00	100	0.00	105	125	0.00	80	Equipment Maintenance	465	0.00	1,100	0.00	-635	2,056	0.00	-1,592
205	0.00	200	0.00	5	325	0.00	-120	Total Operating - Comm	1,425	0.00	2,200	0.00	-775	3,488	0.00	-2,063
3,097	0.00	2,607	0.00	490	2,897	0.00	200	N.I.- Comm Dept	30,866	0.00	28,428	0.00	2,438	29,677	0.00	1,189

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	150	4.06	-150	293	5.00	-293	Laundry/Valet	874	2.57	2,130	4.44	-1,256	2,226	4.76	-1,352
0	0.00	80	2.16	-80	77	1.31	-77	Movie Income	400	1.18	880	1.84	-480	976	2.09	-577
0	0.00	60	1.62	-60	207	3.54	-207	Vending	807	2.38	660	1.38	147	797	1.70	10
375	11.02	200	5.41	175	75	1.28	300	Pet Fees	6,839	20.14	4,030	8.41	2,809	3,820	8.17	3,019
0	0.00	0	0.00	0	16	0.28	-16	Miscellaneous	22	0.06	0	0.00	22	137	0.29	-115
1,125	33.06	420	11.37	705	2,776	47.42	-1,651	Late Cancellation Income	5,592	16.47	4,620	9.64	972	4,724	10.10	868
500	14.69	0	0.00	500	0	0.00	500	Smoking Fee	850	2.50	0	0.00	850	0	0.00	850
197	5.78	300	8.12	-103	381	6.51	-184	Tax Discounts Earned	945	2.78	3,300	6.89	-2,355	2,837	6.06	-1,892
1,207	35.46	2,075	56.14	-867	2,028	34.65	-821	Market Sales	17,624	51.91	26,964	56.26	-9,340	26,690	57.06	-9,066
0	0.00	411	11.12	-411	0	0.00	0	Market Sales- Beer/Wine	0	0.00	5,339	11.14	-5,339	4,573	9.77	-4,573
3,404	100.00	3,695	100.00	-291	5,854	100.00	-2,449	Total Miscellaneous Revenues	33,953	100.00	47,923	100.00	-13,971	46,779	100.00	-12,827
COSales- Miscellaneous																
0	0.00	143	95.00	-143	270	92.27	-270	COS-Laundry/Valet	844	96.54	2,024	95.00	-1,180	2,693	120.95	-1,849
0	0.00	72	1.95	-72	72	1.23	-72	COS-Movies	324	0.95	792	1.65	-468	927	1.98	-604
1,071	88.69	1,037	50.00	33	2,027	99.92	-956	COS- Market	9,291	52.72	13,482	50.00	-4,191	18,629	69.80	-9,338
0	0.00	123	3.34	-123	0	0.00	0	COS- Market Beer/Wine	0	0.00	1,602	3.34	-1,602	0	0.00	0
1,071	31.45	1,375	37.21	-304	2,369	40.47	-1,298	Total COS- Miscellaneous	10,459	30.81	17,899	37.35	-7,440	22,249	47.56	-11,790
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	100	100.00	-100
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	100	100.00	-100
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	30	0.00	-30	COS-Banquet Room F & B	0	0.00	0	0.00	0	30	29.97	-30
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	0	0.00	0	0.00	0	579	579.21	-579
2,334	68.55	2,320	62.79	13	3,454	59.01	-1,121	Total Miscellaneous Profit	23,493	69.19	30,024	62.65	-6,531	24,021	51.35	-527

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,638	8.53	7,788	3.06	-1,150	7,749	3.11	-1,110	General Manager	80,043	5.56	86,969	2.48	-6,926	84,187	2.57	-4,144
0	0.00	3,894	1.53	-3,894	3,450	1.39	-3,450	Assistant General Manager	15,756	1.10	42,911	1.23	-27,155	29,787	0.91	-14,031
537	0.69	1,078	0.42	-541	997	0.40	-461	Payroll Taxes	7,798	0.54	11,380	0.32	-3,581	10,075	0.31	-2,277
830	1.07	1,054	0.41	-224	1,054	0.42	-225	Employee Benefits	13,436	0.93	11,594	0.33	1,842	8,648	0.26	4,788
729	0.94	0	0.00	729	0	0.00	729	Vacation /PTO	12,228	0.85	0	0.00	12,228	1,229	0.04	10,999
364	0.47	0	0.00	364	531	0.21	-167	Holiday	2,280	0.16	0	0.00	2,280	1,593	0.05	688
0	0.00	1,000	0.39	-1,000	1,288	0.52	-1,288	Bonus/Incentive Pay	2,254	0.16	4,000	0.11	-1,746	4,210	0.13	-1,956
9,098	11.69	14,814	5.83	-5,716	15,070	6.05	-5,971	Total P/R & R/B- A&G	133,795	9.30	156,854	4.48	-23,058	139,728	4.26	-5,933
Operating Expenses- A&G																
0	0.00	350	0.14	-350	778	0.31	-778	Employee Relations	1,114	0.08	4,200	0.12	-3,086	3,891	0.12	-2,777
2,000	2.57	2,000	0.79	0	2,000	0.80	0	Accounting Fees	22,000	1.53	22,000	0.63	0	22,000	0.67	0
1,006	1.29	800	0.31	206	763	0.31	243	Data Processing	11,703	0.81	10,175	0.29	1,528	8,560	0.26	3,143
374	0.48	452	0.18	-78	1,159	0.47	-784	Office Supplies	2,789	0.19	5,873	0.17	-3,084	8,831	0.27	-6,042
44	0.06	55	0.02	-11	44	0.02	0	Muzak	418	0.03	605	0.02	-187	541	0.02	-123
0	0.00	300	0.12	-300	0	0.00	0	Travel & Lodging	3,040	0.21	11,300	0.32	-8,260	7,711	0.23	-4,671
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	174	0.01	0	0.00	174	228	0.01	-55
0	0.00	75	0.03	-75	50	0.02	-50	Telephone	188	0.01	825	0.02	-637	500	0.02	-312
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,469	0.17	1,910	0.05	559	2,321	0.07	148
9	0.01	62	0.02	-53	69	0.03	-60	Postage	511	0.04	801	0.02	-290	1,260	0.04	-749
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,061	0.07	750	0.02	311	1,339	0.04	-278
0	0.00	30	0.01	-30	167	0.07	-167	Employment Screening/ Drug Testing	1,034	0.07	500	0.01	534	1,767	0.05	-733
86	0.11	0	0.00	86	1,903	0.76	-1,818	Training	3,216	0.22	6,435	0.18	-3,219	4,735	0.14	-1,520
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	35	0.00	-35
0	0.00	0	0.00	0	0	0.00	0	Security Service	0	0.00	0	0.00	0	164	0.00	-164
135	0.17	150	0.06	-15	150	0.06	-15	Dues/Subscriptions	1,835	0.13	3,250	0.09	-1,415	3,292	0.10	-1,456
-3,819	-4.91	6,260	2.46	-10,079	6,350	2.55	-10,169	Credit Card Commissions	30,189	2.10	86,224	2.46	-56,035	84,377	2.57	-54,188
0	0.00	0	0.00	0	-112	-0.04	112	Cash Over/Short	1,190	0.08	0	0.00	1,190	-1,700	-0.05	2,890
328	0.42	350	0.14	-22	512	0.21	-185	Payroll Services	4,814	0.33	5,990	0.17	-1,176	6,342	0.19	-1,528
539	0.69	775	0.30	-236	810	0.33	-270	Bank Charges	8,113	0.56	8,710	0.25	-597	9,413	0.29	-1,300
1,451	1.86	0	0.00	1,451	488	0.20	962	Chargebacks	2,824	0.20	0	0.00	2,824	3,219	0.10	-396
1,300	1.67	1,556	0.61	-256	2,036	0.82	-736	Workers Comp Insurance	15,640	1.09	18,818	0.54	-3,178	18,295	0.56	-2,655
3,452	4.44	13,215	5.20	-9,763	17,167	6.89	-13,714	Total Operating- A&G	114,322	7.95	188,367	5.38	-74,045	187,123	5.70	-72,801
12,551	16.13	28,029	11.02	-15,478	32,236	12.95	-19,686	Total Expenses- A&G	248,117	17.25	345,220	9.86	-97,103	326,851	9.96	-78,734

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	4,656	1.83	-4,656	4,533	1.82	-4,533	Director of Sales	5,470	0.38	51,580	1.47	-46,110	42,119	1.28	-36,649
0	0.00	0	0.00	0	25	0.01	-25	Sales Manager	13,697	0.95	0	0.00	13,697	378	0.01	13,319
391	0.50	993	0.39	-602	774	0.31	-383	Revenue Management	5,576	0.39	10,923	0.31	-5,347	9,036	0.28	-3,459
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.05	-1,377	0	0.00	516
1,640	2.11	1,441	0.57	199	1,235	0.50	406	Sales Coordinator	15,990	1.11	16,091	0.46	-101	15,116	0.46	874
349	0.45	416	0.16	-67	505	0.20	-156	Payroll Taxes	4,091	0.28	4,433	0.13	-343	4,436	0.14	-346
111	0.14	359	0.14	-248	0	0.00	111	Employee Benefits	987	0.07	3,949	0.11	-2,962	3,977	0.12	-2,990
0	0.00	0	0.00	0	90	0.04	-90	Vacation / PTO	2,715	0.19	0	0.00	2,715	540	0.02	2,175
0	0.00	0	0.00	0	212	0.09	-212	Holiday	798	0.06	0	0.00	798	875	0.03	-77
0	0.00	400	0.16	-400	101	0.04	-101	Bonus/Incentive Pay	214	0.01	1,600	0.05	-1,386	271	0.01	-57
2,491	3.20	8,437	3.32	-5,946	7,474	3.00	-4,983	Total P/R & R/B- Sales	50,054	3.48	90,470	2.58	-40,416	76,747	2.34	-26,693
Operating Expenses- Sales																
0	0.00	10	0.00	-10	0	0.00	0	Printing & Stationary	85	0.01	110	0.00	-25	0	0.00	85
64	0.08	15	0.01	49	0	0.00	64	Office Supplies	64	0.00	165	0.00	-101	104	0.00	-40
0	0.00	100	0.04	-100	78	0.03	-78	Travel & Lodging	1,205	0.08	2,650	0.08	-1,445	6,969	0.21	-5,764
0	0.00	50	0.02	-50	44	0.02	-44	Meals & Entertainment	278	0.02	550	0.02	-272	1,136	0.03	-858
0	0.00	200	0.08	-200	320	0.13	-320	Promotions	1,675	0.12	2,200	0.06	-525	2,034	0.06	-359
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	550	0.02	-550	0	0.00	0
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	302	0.02	3,250	0.09	-2,948	325	0.01	-22
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	1,877	0.13	7,776	0.22	-5,899	5,419	0.17	-3,543
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
-100	-0.13	250	0.10	-350	200	0.08	-300	e Commerce Costs	1,075	0.07	2,750	0.08	-1,675	1,985	0.06	-910
232	0.30	560	0.22	-328	419	0.17	-187	Brand Paid Search	3,868	0.27	6,160	0.18	-2,292	5,526	0.17	-1,658
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	450	0.01	-450	0	0.00	0
196	0.25	1,235	0.49	-1,039	1,068	0.43	-872	Total Operating- Sales	10,429	0.72	26,611	0.76	-16,182	23,519	0.72	-13,090
2,687	3.45	9,672	3.80	-6,985	8,542	3.43	-5,855	Total Expenses-Sales	60,483	4.20	117,081	3.34	-56,598	100,266	3.06	-39,783

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,503	4.99	4,741	2.31	-238	4,368	2.11	135	Chief Engineer	45,818	3.15	52,240	1.96	-6,422	35,281	1.38	10,536
2,474	2.74	2,398	1.17	76	2,440	1.18	34	General Maintenance	17,899	1.23	26,778	1.00	-8,879	27,865	1.09	-9,966
548	0.61	617	0.30	-69	530	0.26	18	Payroll Taxes	5,803	0.40	6,768	0.25	-964	6,317	0.25	-513
500	0.55	101	0.05	399	1,870	0.90	-1,370	Employee Benefits	6,196	0.43	1,111	0.04	5,085	2,860	0.11	3,336
336	0.37	120	0.06	216	324	0.16	12	Holiday	1,475	0.10	600	0.02	875	804	0.03	671
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	6,940	0.48	0	0.00	6,940	2,227	0.09	4,712
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	150	0.01	-150
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	4,197	0.16	-4,197
8,360	9.26	7,977	3.88	383	9,532	4.60	-1,172	Total P/R & Related Expenses- Maintenance	84,131	5.79	87,497	3.28	-3,366	79,701	3.12	4,430
Operating Expenses- R & M																
0	0.00	325	0.16	-325	220	0.11	-220	Auto Expense	495	0.03	3,575	0.13	-3,080	3,939	0.15	-3,444
0	0.00	82	0.04	-82	0	0.00	0	Laundry Equipment	736	0.05	1,068	0.04	-332	1,822	0.07	-1,086
264	0.29	329	0.16	-64	89	0.04	175	Building Maintenance	1,361	0.09	4,272	0.16	-2,911	3,440	0.13	-2,079
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	194	0.01	0	0.00	194	0	0.00	194
260	0.29	103	0.05	158	307	0.15	-46	Light Bulbs	1,460	0.10	1,335	0.05	125	962	0.04	498
1,042	1.15	370	0.18	672	2,578	1.24	-1,536	Electrical & Mechanical	2,562	0.18	4,805	0.18	-2,244	5,975	0.23	-3,413
102	0.11	411	0.20	-308	185	0.09	-82	HVAC	1,961	0.13	5,339	0.20	-3,379	6,346	0.25	-4,385
282	0.31	678	0.33	-396	764	0.37	-482	Plumbing & Boiler	2,441	0.17	8,810	0.33	-6,369	11,822	0.46	-9,381
715	0.79	650	0.32	65	517	0.25	199	Pool	6,390	0.44	7,150	0.27	-760	9,413	0.37	-3,023
542	0.60	1,100	0.54	-558	2,603	1.26	-2,061	Grounds & Landscaping	6,382	0.44	16,350	0.61	-9,968	16,799	0.66	-10,417
47	0.05	21	0.01	27	255	0.12	-208	Signage	91	0.01	267	0.01	-176	302	0.01	-211
95	0.10	411	0.20	-316	0	0.00	95	Furniture & Fixtures	2,882	0.20	5,339	0.20	-2,457	3,595	0.14	-713
24	0.03	82	0.04	-58	17	0.01	8	Painting	80	0.01	1,068	0.04	-988	371	0.01	-291
0	0.00	1,600	0.78	-1,600	2,274	1.10	-2,274	Carpet & Floor	945	0.07	4,400	0.16	-3,455	2,898	0.11	-1,953
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	325	0.01	-325
0	0.00	25	0.01	-25	0	0.00	0	Telephone	8	0.00	275	0.01	-267	0	0.00	8
0	0.00	125	0.06	-125	175	0.08	-175	Kitchen Equipment	0	0.00	1,375	0.05	-1,375	1,824	0.07	-1,824
0	0.00	62	0.03	-62	0	0.00	0	Locks & Keys	1,711	0.12	801	0.03	911	1,377	0.05	334
0	0.00	150	0.07	-150	0	0.00	0	Radio & TV	79	0.01	600	0.02	-521	25	0.00	54
262	0.29	192	0.09	70	250	0.12	12	Exterminating	948	0.07	2,112	0.08	-1,164	2,381	0.09	-1,433
0	0.00	0	0.00	0	0	0.00	0	License & Permits	463	0.03	0	0.00	463	570	0.02	-107
479	0.53	450	0.22	29	0	0.00	479	Fire & Safety	9,808	0.67	5,725	0.21	4,083	8,582	0.34	1,225
0	0.00	350	0.17	-350	0	0.00	0	Elevator	6,817	0.47	7,350	0.28	-533	6,205	0.24	612
4,115	4.56	7,514	3.66	-3,399	10,233	4.94	-6,118	Total Operating - R & M	47,815	3.29	82,016	3.07	-34,201	88,974	3.48	-41,159
12,475	13.82	15,491	7.54	-3,016	19,765	9.53	-7,290	Total Expenses- R & M	131,945	9.08	169,513	6.35	-37,567	168,675	6.60	-36,729

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,672	7.39	9,374	4.56	-2,702	6,524	3.15	148	Electricity	79,141	5.44	98,311	3.68	-19,170	93,987	3.68	-14,847
667	0.74	936	0.46	-269	870	0.42	-204	Gas	5,630	0.39	9,602	0.36	-3,972	8,439	0.33	-2,809
2,062	2.28	1,630	0.79	432	1,917	0.92	145	Water & Sewer	14,025	0.96	21,204	0.79	-7,179	23,322	0.91	-9,297
191	0.21	325	0.16	-134	359	0.17	-168	Waste Removal	3,005	0.21	3,575	0.13	-570	4,137	0.16	-1,132
9,591	10.62	12,265	5.97	-2,674	9,671	4.67	-79	Total Expenses- Utilities	101,801	7.00	132,692	4.97	-30,891	129,886	5.08	-28,085

12/14/2020 at 1:31:19 PM

Page 17 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
1,358	1.83	12,742	5.50	-11,384	12,625	5.50	-11,267	Franchise Fees/ Royalties	73,989	5.37	176,750	5.51	-102,761	166,376	5.51	-92,387
5,460	7.37	10,189	4.40	-4,729	10,670	4.65	-5,210	Advertising	74,407	5.40	141,281	4.40	-66,874	133,726	4.43	-59,319
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	2,968	0.10	-2,968
245	0.33	3,903	1.69	-3,657	6,112	2.66	-5,867	Frequent Traveler	29,033	2.11	50,724	1.58	-21,691	50,765	1.68	-21,731
55	0.07	0	0.00	55	17	0.01	39	Brand Guest Fees	119	0.01	0	0.00	119	113	0.00	6
103	0.14	0	0.00	103	0	0.00	103	Other Franchise Cost	1,083	0.08	0	0.00	1,083	0	0.00	1,083
7,221	9.74	26,833	11.59	-19,612	29,423	12.82	-22,202	Total Franchise Fees Expense	178,631	12.96	368,756	11.49	-190,124	353,947	11.72	-175,316

12/14/2020 at 1:31:19 PM

Page 18 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
1,504	1.93	6,362	2.50	-4,858	6,225	2.50	-4,721	Management Fees	35,525	2.47	87,626	2.50	-52,101	82,039	2.50	-46,514
4,236	5.44	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,232	1.06	0	0.00	15,232	0	0.00	15,232
5,740	7.38	6,362	2.50	-622	6,225	2.50	-485	Total Management Fees Expense	50,757	3.53	87,626	2.50	-36,869	82,039	2.50	-31,282

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
18,263	23.47	18,263	7.18	0	17,861	7.17	402	Ground Lease	199,683	13.88	199,281	5.69	402	194,896	5.94	4,787
14,989	19.26	10,179	4.00	4,810	14,989	6.02	0	FF & E Reserve	164,882	11.46	140,202	4.00	24,680	151,039	4.60	13,843
892	1.15	870	0.34	22	870	0.35	22	Van Lease	7,177	0.50	9,570	0.27	-2,393	5,570	0.17	1,607
16,527	21.24	15,497	6.10	1,030	11,004	4.42	5,524	Real Estate Tax	163,473	11.36	170,471	4.87	-6,998	162,637	4.96	836
5,004	6.43	4,827	1.90	177	4,611	1.85	393	Insurance	54,057	3.76	53,112	1.52	945	50,835	1.55	3,222
55,675	71.54	49,636	19.52	6,039	49,334	19.81	6,341	TOTAL FIXED EXPENSES	589,272	40.96	572,636	16.35	16,636	564,976	17.22	24,295

12/14/2020 at 1:31:19 PM

Page 20 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
1,552	1.99	0	0.00	1,552	11,042	4.43	-9,489	Owners Expense	14,112	0.98	0	0.00	14,112	13,610	0.41	502
26,808	34.45	0	0.00	26,808	26,808	10.77	0	Depreciation	294,888	20.50	0	0.00	294,888	294,888	8.99	0
3,334	4.28	0	0.00	3,334	3,334	1.34	0	Amortization Expense	36,674	2.55	0	0.00	36,674	36,674	1.12	0
36,500	46.90	37,228	14.64	-728	36,998	14.86	-498	Interest Expense	403,464	28.04	409,504	11.69	-6,039	412,448	12.57	-8,984
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	2,531	0.08	-2,531
0	0.00	2,545	1.00	-2,545	2,490	1.00	-2,490	Asset Management Fee	3,738	0.26	35,051	1.00	-31,313	32,816	1.00	-29,078
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-286	-0.02	0	0.00	-286	0	0.00	-286
0	0.00	0	0.00	0	1,644	0.66	-1,644	Extraordinary Expenses	27,031	1.88	0	0.00	27,031	32,262	0.98	-5,231
68,194	87.62	39,772	15.64	28,422	82,315	33.06	-14,121	Total Other	779,621	54.19	444,554	12.69	335,067	825,229	25.15	-45,608

12/14/2020 at 1:31:19 PM

Page 21 of 22

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,910		5,910		0	5,910		0	Total Rooms Available	65,995		65,995		0	65,798		197
1,153		2,617		-1,464	2,778		-1,625	Total Rooms Sold	15,022		29,879		-14,857	29,616		-14,594
19.51%		44.28%		-24.77%	47.01%		-27.50%	Occupancy %	22.76%		45.27%		-22.51%	45.01%		-22.25%
68.13		91.77		-23.64	78.71		-10.58	Average Rate	78.83		97.17		-18.33	94.60		-15.77
13.29		40.64		-27.34	37.00		-23.71	REVPAR	17.94		43.99		-26.05	42.58		-24.64
REVENUES																
78,557	97.08	240,166	89.36	-161,608	218,655	90.56	-140,098	ROOMS	1,184,252	92.20	2,903,316	89.91	-1,719,064	2,801,716	90.09	-1,617,463
89	0.11	17,748	6.60	-17,659	13,841	5.73	-13,752	FOOD	43,572	3.39	202,119	6.26	-158,547	188,556	6.06	-144,984
82	0.10	5,862	2.18	-5,780	4,830	2.00	-4,749	BEVERAGE	16,811	1.31	66,929	2.07	-50,118	62,509	2.01	-45,698
2,189	2.71	4,984	1.85	-2,795	4,132	1.71	-1,943	MISCELLANEOUS	39,768	3.10	56,783	1.76	-17,015	57,069	1.84	-17,300
80,917	100.00	268,760	100.00	-187,843	241,459	100.00	-160,542	TOTAL REVENUES	1,284,404	100.00	3,229,147	100.00	-1,944,743	3,109,849	100.00	-1,825,445
DEPARTMENT EXPENSES																
31,153	39.66	61,044	25.42	-29,891	64,003	29.27	-32,850	ROOMS EXPENSE	405,709	34.26	682,588	23.51	-276,879	666,678	23.80	-260,969
39	44.15	22,090	124.47	-22,051	17,618	127.29	-17,579	FOOD EXPENSE	51,991	119.32	246,908	122.16	-194,917	234,093	124.15	-182,102
24	29.36	3,384	57.72	-3,360	4,143	85.76	-4,119	BEVERAGE EXPENSE	6,942	41.30	22,408	33.48	-15,466	25,085	40.13	-18,143
892	40.76	1,845	37.02	-953	1,749	42.32	-857	MISCELLANEOUS EXPENSE	8,140	20.47	21,065	37.10	-12,924	17,773	31.14	-9,633
32,108	39.68	88,363	32.88	-56,255	87,512	36.24	-55,404	TOTAL DEPARTMENTAL EXPENSES	472,782	36.81	972,969	30.13	-500,186	943,629	30.34	-470,847
DEPARTMENTAL PROFIT																
47,404	60.34	179,121	74.58	-131,717	154,652	70.73	-107,248	ROOMS PROFIT	778,543	65.74	2,220,728	76.49	-1,442,185	2,135,038	76.20	-1,356,495
50	55.85	-4,342	-24.47	4,392	-3,777	-27.29	3,826	FOOD PROFIT	-8,419	-19.32	-44,789	-22.16	36,371	-45,537	-24.15	37,118
58	70.64	2,478	42.28	-2,421	688	14.24	-630	BEVERAGE PROFIT	9,869	58.70	44,521	66.52	-34,652	37,423	59.87	-27,555
1,297	59.24	3,139	62.98	-1,842	2,383	57.68	-1,086	MISCELLANEOUS PROFIT	31,628	79.53	35,719	62.90	-4,091	39,296	68.86	-7,668
48,809	60.32	180,397	67.12	-131,588	153,947	63.76	-105,138	TOTAL DEPARTMENTAL PROFIT	811,621	63.19	2,256,178	69.87	-1,444,557	2,166,220	69.66	-1,354,599
13,187	16.30	36,935	13.74	-23,748	39,505	16.36	-26,318	A & G EXPENSE	268,728	20.92	405,280	12.55	-136,552	407,803	13.11	-139,076
1,681	2.08	2,608	0.97	-927	2,404	1.00	-723	TELECOM	30,172	2.35	28,622	0.89	1,550	34,930	1.12	-4,757
8,052	9.95	14,633	5.44	-6,581	15,258	6.32	-7,206	SALES & MARKETING EXPENSES	60,750	4.73	158,741	4.92	-97,991	142,888	4.59	-82,138
12,742	15.75	30,650	11.40	-17,908	29,286	12.13	-16,544	FRANCHISE FEES	172,149	13.40	366,989	11.36	-194,840	353,210	11.36	-181,061
7,579	9.37	22,394	8.33	-14,815	22,655	9.38	-15,076	MAINTENANCE EXPENSES	138,965	10.82	236,932	7.34	-97,967	236,516	7.61	-97,551
13,622	16.83	13,294	4.95	328	12,167	5.04	1,454	UTILITIES EXPENSE	150,057	11.68	165,744	5.13	-15,687	155,769	5.01	-5,711
56,863	70.27	120,514	44.84	-63,652	121,275	50.23	-64,413	TOTAL ADMIN EXPENSES	820,820	63.91	1,362,308	42.19	-541,488	1,331,115	42.80	-510,295
-8,054	-9.95	59,882	22.28	-67,936	32,672	13.53	-40,726	HOUSE PROFIT	-9,199	-0.72	893,870	27.68	-903,069	835,105	26.85	-844,304

FIXED EXPENSES															
6,260	7.74	6,724	2.50	-464	6,036	2.50	224 MANAGEMENT FEES	47,320	3.68	80,780	2.50	-33,461	77,726	2.50	-30,406
88,554	109.44	88,126	32.79	428	92,799	38.43	-4,245 FIXED EXPENSES	951,189	74.06	974,543	30.18	-23,354	997,692	32.08	-46,504
-102,868	-127.13	-34,968	-13.01	-67,900	-66,164	-27.40	-36,704 NET OPERATING INCOME	-1,007,707	-78.46	-161,453	-5.00	-846,254	-240,313	-7.73	-767,394
132,335	163.54	39,068	14.54	93,266	148,990	61.70	-16,656 Other	1,535,696	119.56	435,726	13.49	1,099,970	1,613,374	51.88	-77,678
-235,203	-290.67	-74,036	-27.55	-161,167	-215,154	-89.11	-20,049 N.I. after Other	-2,543,403	-198.02	-597,179	-18.49	-1,946,224	-1,853,687	-59.61	-689,716
-138,960		-74,036		-64,924	-118,911		-20,049 Cash before Depreciation/Amortization	-1,484,730		-597,179		-887,551	-795,014		-689,716

12/14/2020 at 1:14:54 PM

Page 1 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
36,448	46.40	130,858	54.49	-94,409	139,230	63.68	-102,782	Rack/ Premium	671,796	56.73	1,603,335	55.22	-931,540	1,657,317	59.15	-985,522
26,264	33.43	71,417	29.74	-45,153	56,774	25.97	-30,510	Discounts - Other	279,305	23.58	736,899	25.38	-457,594	713,844	25.48	-434,539
244	0.31	3,271	1.36	-3,027	2,213	1.01	-1,969	Government	11,168	0.94	43,598	1.50	-32,430	42,265	1.51	-31,097
13,823	17.60	21,147	8.81	-7,324	13,667	6.25	156	Locally Negotiated Rate	150,514	12.71	337,291	11.62	-186,777	249,030	8.89	-98,516
0	0.00	0	0.00	0	-64	-0.03	64	Allowances	-749	-0.06	0	0.00	-749	-2,271	-0.08	1,522
1,495	1.90	2,350	0.98	-855	1,928	0.88	-433	Redemption Revenue	16,366	1.38	20,772	0.72	-4,406	20,397	0.73	-4,031
78,275	99.64	229,043	95.37	-150,768	213,748	97.76	-135,473	Total Transient Revenue	1,128,399	95.28	2,741,895	94.44	-1,613,496	2,680,582	95.68	-1,552,183
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	11,123	4.63	-11,123	2,970	1.36	-2,970	Group- Corporate	49,289	4.16	161,421	5.56	-112,132	93,026	3.32	-43,737
0	0.00	11,123	4.63	-11,123	2,970	1.36	-2,970	Total Group Revenue	49,289	4.16	161,421	5.56	-112,132	93,026	3.32	-43,737
283	0.36	0	0.00	283	1,937	0.89	-1,655	Guaranteed No-Show	6,564	0.55	0	0.00	6,564	28,107	1.00	-21,543
78,557	100.00	240,166	100.00	-161,608	218,655	100.00	-140,098	Total Rooms Revenue	1,184,252	100.00	2,903,316	100.00	-1,719,064	2,801,716	100.00	-1,617,463
ROOM STATISTICS																
466	40	1,309	50	-843	1,659	60	-1,193	Rack/ Premium Rooms	7,663	51	14,768	49	-7,105	15,978	54	-8,315
503	44	942	36	-439	908	33	-405	Discounts - Other Rooms	4,859	32	9,630	32	-4,771	9,872	33	-5,013
2	0	26	1	-24	19	1	-17	Government Rooms	78	1	346	1	-268	337	1	-259
182	16	209	8	-27	147	5	35	Locally Negotiated Corporate Rooms	1,789	12	3,333	11	-1,544	2,428	8	-639
1,153	100	2,486	95	-1,333	2,733	98	-1,580	Total Transient Stats	14,389	96	28,077	94	-13,688	28,615	97	-14,226
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	131	5	-131	45	2	-45	Group- Corporate Rooms	633	4	1,802	6	-1,169	1,001	3	-368
0	0	131	5	-131	45	2	-45	Total Group Stats	633	4	1,802	6	-1,169	1,001	3	-368
1,153	100	2,617	100	-1,464	2,778	100	-1,625	TOTAL ROOM STATISTICS	15,022	100	29,879	100	-14,857	29,616	100	-14,594
Other Room Stats																
0	0	0	0	0	9	0	-9	Comp Rooms	34	0	0	0	34	128	0	-94
7	1	0	0	7	15	1	-8	GNS Stats	130	1	0	0	130	211	1	-81
2,444	212	0	0	2,444	611	22	1,833	Out of Order Rooms	33,057	220	0	0	33,057	8,555	29	24,502

1,483	129	0	0	1,483	3,675	132	-2,192 # of Guests	19,171	128	0	0	19,171	37,601	127	-18,430
-------	-----	---	---	-------	-------	-----	--------------------	--------	-----	---	---	--------	--------	-----	---------

12/14/2020 at 1:14:54 PM

Page 2 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
78.22		100.01		-21.79	83.92		-5.71	Rack/Premium ADR	87.67		108.57		-20.90	103.72		-16.06
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
52.22		75.80		-23.59	62.53		-10.31	Discount ADR	57.48		76.52		-19.04	72.31		-14.83
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
122.00		125.01		-3.01	116.47		5.53	Government ADR	143.18		126.15		17.03	125.42		17.76
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
75.95		101.01		-25.06	92.97		-17.02	Local Negotiated ADR	84.13		101.19		-17.05	102.57		-18.43
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
67.89		92.13		-24.24	78.21		-10.32	Total Transient ADR	78.42		97.66		-19.24	93.68		-15.26
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		85.00		-85.00	66.00		-66.00	Group - Corporate ADR	77.87		89.57		-11.71	92.93		-15.07
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		85.00		-85.00	66.00		-66.00	Total Group ADR	77.87		89.57		-11.71	92.93		-15.07

12/14/2020 at 1:14:54 PM

Page 3 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,214	1.92	4,946	1.89	-2,732	4,423	1.59	-2,209	FD/ Guest Service Reps	21,192	1.41	56,471	1.89	-35,279	54,341	1.83	-33,148
2,452	2.13	2,414	0.92	38	2,341	0.84	111	FD/Supervisor	24,907	1.66	26,091	0.87	-1,184	19,293	0.65	5,614
5,016	4.35	5,423	2.07	-407	5,280	1.90	-264	Executive Housekeeper	54,622	3.64	59,438	1.99	-4,816	53,874	1.82	748
1,680	1.46	2,158	0.82	-478	2,292	0.82	-611	Asst Exec Housekeeper/ Inspectress	11,464	0.76	24,098	0.81	-12,634	25,756	0.87	-14,291
3,567	3.09	11,264	4.30	-7,697	10,876	3.92	-7,308	Housekeepers	52,041	3.46	128,605	4.30	-76,564	117,867	3.98	-65,827
1,858	1.61	3,755	1.43	-1,897	3,769	1.36	-1,911	Housemen	23,039	1.53	41,930	1.40	-18,891	43,907	1.48	-20,867
0	0.00	2,445	0.93	-2,445	2,345	0.84	-2,345	Laundry	8,955	0.60	27,912	0.93	-18,957	26,597	0.90	-17,642
3,019	2.62	2,995	1.14	24	2,971	1.07	48	Night Audit	32,749	2.18	33,445	1.12	-696	33,737	1.14	-989
1,482	1.29	2,955	1.13	-1,472	2,963	1.07	-1,481	Payroll Taxes	19,306	1.29	32,563	1.09	-13,257	31,510	1.06	-12,204
-174	-0.15	1,527	0.58	-1,701	1,039	0.37	-1,213	Employee Benefits	16,064	1.07	16,797	0.56	-733	13,878	0.47	2,186
1,223	1.06	700	0.27	523	0	0.00	1,223	Vacation /PTO	30,336	2.02	7,700	0.26	22,636	6,734	0.23	23,602
897	0.78	1,300	0.50	-403	1,590	0.57	-693	Holiday	4,849	0.32	6,500	0.22	-1,651	7,082	0.24	-2,232
0	0.00	0	0.00	0	397	0.14	-397	Bonus/Incentive Pay	352	0.02	0	0.00	352	1,275	0.04	-923
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	8,279	0.28	-8,279
23,235	20.15	41,882	16.00	-18,647	40,286	14.50	-17,051	Total P/R & R/Benefits- Rooms	299,878	19.96	461,550	15.45	-161,672	444,130	15.00	-144,252
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	157	0.06	-157	191	0.07	-191	Newspapers	401	0.03	1,793	0.06	-1,392	1,680	0.06	-1,280
0	0.00	3,742	1.43	-3,742	2,028	0.73	-2,028	Rooms- Promotion	6,113	0.41	42,727	1.43	-36,614	40,649	1.37	-34,536
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	0	0.00	0	0.00	0	198	0.01	-198
407	0.35	183	0.07	224	285	0.10	123	Laundry Supplies	1,941	0.13	2,092	0.07	-151	2,299	0.08	-358
0	0.00	1,439	0.55	-1,439	1,596	0.57	-1,596	Linen Supplies	2,824	0.19	16,433	0.55	-13,609	15,926	0.54	-13,102
3,347	2.90	3,491	1.33	-144	4,464	1.61	-1,118	Cable TV	35,318	2.35	38,401	1.29	-3,083	39,236	1.32	-3,918
493	0.43	493	0.19	-1	493	0.18	0	HSIA Support	7,507	0.50	5,423	0.18	2,084	5,460	0.18	2,046
335	0.29	1,439	0.55	-1,104	1,749	0.63	-1,414	Reservations Expense	5,034	0.34	16,433	0.55	-11,400	15,882	0.54	-10,848
829	0.72	2,617	1.00	-1,788	3,739	1.35	-2,909	Guest Room Supplies	11,910	0.79	33,793	1.13	-21,883	28,204	0.95	-16,294
329	0.29	707	0.27	-378	603	0.22	-274	Cleaning Supplies	2,255	0.15	8,067	0.27	-5,812	7,047	0.24	-4,792
0	0.00	445	0.17	-445	913	0.33	-913	Ecolab Core Supplies	3,656	0.24	5,081	0.17	-1,425	6,158	0.21	-2,502
1,183	1.03	4,187	1.60	-3,004	7,213	2.60	-6,030	Travel Agents Commission	25,309	1.68	47,806	1.60	-22,497	57,063	1.93	-31,754
0	0.00	262	0.10	-262	445	0.16	-445	Uniforms	372	0.02	2,988	0.10	-2,616	2,747	0.09	-2,374
996	0.86	0	0.00	996	0	0.00	996	COVID 19 Supplies	3,192	0.21	0	0.00	3,192	0	0.00	3,192
7,918	6.87	19,163	7.32	-11,245	23,717	8.54	-15,799	Total Operating - Rooms	105,831	7.05	221,038	7.40	-115,207	222,548	7.51	-116,717
31,153	27.02	61,044	23.33	-29,891	64,003	23.04	-32,850	Total Expenses- Rooms	405,709	27.01	682,588	22.85	-276,879	666,678	22.51	-260,969
47,404	41.11	179,121	68.45	-131,717	154,652	55.67	-107,248	Net Income- Rooms	778,543	51.83	2,220,728	74.32	-1,442,185	2,135,038	72.09	-1,356,495

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
89	52.09	15,493	65.62	-15,404	12,487	66.88	-12,398	Total Food Sales	39,138	64.82	176,884	65.74	-137,746	167,400	66.68	-128,262
82	47.91	5,862	24.83	-5,780	4,830	25.87	-4,749	Total Beverage Sales	16,811	27.84	66,929	24.88	-50,118	62,509	24.90	-45,698
0	0.00	100	0.42	-100	0	0.00	0	Total Banquet A/V	38	0.06	1,100	0.41	-1,063	225	0.09	-188
0	0.00	2,155	9.13	-2,155	1,354	7.25	-1,354	Total Banquet Misc	4,397	7.28	24,135	8.97	-19,738	20,931	8.34	-16,534
171	100.00	23,610	100.00	-23,439	18,671	100.00	-18,501	Total F & B Sales	60,383	100.00	269,048	100.00	-208,664	251,065	100.00	-190,682
36	40.49	5,732	37.00	-5,696	4,910	39.32	-4,874	Food Cost	18,897	48.28	65,447	37.00	-46,550	65,117	38.90	-46,220
24	29.36	1,648	28.11	-1,624	1,850	38.29	-1,826	Beverage Costs	6,172	36.72	18,812	28.11	-12,640	22,792	36.46	-16,620
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
60	35.16	7,380	31.26	-7,320	6,759	36.20	-6,699	Total F & B Costs	25,070	41.52	84,259	31.32	-59,189	87,910	35.01	-62,840
0	0.00	12,630	81.52	-12,630	6,802	54.48	-6,802	Food Wages	23,295	59.52	141,167	79.81	-117,872	124,475	74.36	-101,180
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	12,630	59.14	-12,630	6,802	39.28	-6,802	Total F & B Wages	23,295	41.64	141,167	57.90	-117,872	124,475	54.14	-101,180
0	0.00	1,871	8.76	-1,871	3,760	21.71	-3,760	F & B- P T & E B	4,758	8.50	17,277	7.09	-12,518	18,875	8.21	-14,116
0	0.00	14,501	61.42	-14,501	10,562	56.57	-10,562	TTL P/R and Benefits	28,053	46.46	158,444	58.89	-130,391	143,350	57.10	-115,297
3	3.66	2,043	13.19	-2,040	2,146	17.19	-2,143	Food Operating Expenses	5,040	12.88	25,063	14.17	-20,023	25,626	15.31	-20,586
0	0.00	1,550	26.44	-1,550	2,293	47.47	-2,293	Beverage Operating Expenses	770	4.58	1,550	2.32	-780	2,293	3.67	-1,523
3	1.90	3,593	15.22	-3,590	4,439	23.78	-4,436	Total F & B Operating Expenses	5,810	9.62	26,613	9.89	-20,803	27,919	11.12	-22,109
107	62.94	-1,864	-7.90	1,971	-3,089	-16.54	3,196	Net F & B Income	1,450	2.40	-268	-0.10	1,719	-8,114	-3.23	9,564

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	7,118	45.95	-7,118	0	0.00		0 Restaurant Breakfast	0	0.00	81,271	45.95	-81,271	-722	-1.98	722
0	0.00	4,632	29.90	-4,632	0	0.00		0 Restaurant Dinner	0	0.00	52,886	29.90	-52,886	0	0.00	0
0	0.00	11,750	66.21	-11,750	0	0.00		0 Total Restaurant	0	0.00	134,157	66.38	-134,157	-722	-0.38	722
0	0.00	0	0.00	0	0	0.00		0 Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
89	100.00	2,748	15.48	-2,659	2,276	16.44	-2,187	Starbucks Revenues	7,461	17.12	31,373	15.52	-23,912	30,490	16.17	-23,029
0	0.00	0	0.00	0	5,817	42.03	-5,817	Bistro Breakfast	17,725	40.68	0	0.00	17,725	78,247	41.50	-60,522
0	0.00	0	0.00	0	4,077	29.46	-4,077	Bistro Dinner	11,257	25.84	0	0.00	11,257	52,644	27.92	-41,388
0	0.00	0	0.00	0	9,895	71.49	-9,895	Total Bistro	28,982	66.51	0	0.00	28,982	130,891	69.42	-101,909
0	0.00	0	0.00	0	0	0.00		0 Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	471	2.65	-471	217	1.57	-217	Banquet Breakfast	180	0.41	5,378	2.66	-5,198	2,815	1.49	-2,635
0	0.00	393	2.21	-393	64	0.47	-64	Banquet Lunch	2,410	5.53	4,482	2.22	-2,072	2,700	1.43	-290
0	0.00	0	0.00	0	0	0.00	0	Banquet Dinner	0	0.00	0	0.00	0	700	0.37	-700
0	0.00	131	0.74	-131	35	0.25	-35	Banquet Breaks	105	0.24	1,494	0.74	-1,389	526	0.28	-421
0	0.00	994	5.60	-994	316	2.28	-316	Total Banquets	2,695	6.19	11,354	5.62	-8,659	6,741	3.57	-4,045
0	0.00	0	0.00	0	0	0.00		0 Total Catering	0	0.00	0	0.00	0	0	0.00	0
89	100.00	15,493	87.29	-15,404	12,487	90.21	-12,398	Net Food Revenue	39,138	89.82	176,884	87.51	-137,746	167,400	88.78	-128,262
0	0.00	1,000	5.63	-1,000	1,075	7.77	-1,075	Banquet Room Rental	3,400	7.80	11,000	5.44	-7,600	7,883	4.18	-4,483
0	0.00	100	0.56	-100	0	0.00	0	Banquet A/V	38	0.09	1,100	0.54	-1,063	225	0.12	-188
0	0.00	50	0.28	-50	0	0.00	0	Banquet Miscellaneous	0	0.00	550	0.27	-550	175	0.09	-175
0	0.00	1,105	6.23	-1,105	279	2.02	-279	F & B Service Charges	997	2.29	12,585	6.23	-11,588	12,873	6.83	-11,876

0	0.00	2,255	12.71	-2,255	1,354	9.79	-1,354	Total Banquets Other	4,435	10.18	25,235	12.49	-20,801	21,156	11.22	-16,722
89	100.00	17,748	100.00	-17,659	13,841	100.00	-13,752	Total Food Revenues	43,572	100.00	202,119	100.00	-158,547	188,556	100.00	-144,984

12/14/2020 at 1:14:54 PM

Page 6 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
36	40.49	5,732	37.00	-5,696	4,910	39.32	-4,874	Cost of Sales - Food	18,897	48.28	65,447	37.00	-46,550	65,117	38.90	-46,220
36	40.49	5,732	37.00	-5,696	4,910	39.32	-4,874	Total Cost of Good Sold	18,897	48.28	65,447	37.00	-46,550	65,117	38.90	-46,220
Food Payroll																
0	0.00	7,838	44.16	-7,838	4,084	29.50	-4,084	Gourmet Attendant	18,411	42.25	87,522	43.30	-69,111	79,618	42.22	-61,207
0	0.00	3,431	19.33	-3,431	2,320	16.76	-2,320	Cooks	3,629	8.33	38,317	18.96	-34,688	30,503	16.18	-26,874
0	0.00	1,105	6.23	-1,105	209	1.51	-209	F & B Service Charge- Payout	476	1.09	12,512	6.19	-12,036	11,891	6.31	-11,416
0	0.00	1,149	6.47	-1,149	997	7.20	-997	Payroll Taxes	2,570	5.90	12,552	6.21	-9,982	11,760	6.24	-9,190
0	0.00	256	1.44	-256	190	1.37	-190	Employee Benefits	779	1.79	2,816	1.39	-2,037	2,463	1.31	-1,684
0	0.00	0	0.00	0	2,288	16.53	-2,288	Vacation /PTO	1,844	4.23	0	0.00	1,844	4,487	2.38	-2,643
0	0.00	536	3.02	-536	475	3.43	-475	Holiday	344	0.79	2,679	1.33	-2,335	2,628	1.39	-2,284
0	0.00	14,315	80.66	-14,315	10,562	76.31	-10,562	Total Food Wages	28,053	64.38	156,398	77.38	-128,345	143,350	76.02	-115,297
Operating Expenses																
0	0.00	52	0.29	-52	0	0.00	0	China	0	0.00	598	0.30	-598	0	0.00	0
0	0.00	52	0.29	-52	0	0.00	0	Glass	30	0.07	598	0.30	-568	178	0.09	-148
0	0.00	52	0.29	-52	80	0.58	-80	Silverware	0	0.00	598	0.30	-598	279	0.15	-279
0	0.00	0	0.00	0	0	0.00	0	Tableware	0	0.00	0	0.00	0	293	0.16	-293
0	0.00	77	0.43	-77	81	0.59	-81	Linens	13	0.03	847	0.42	-834	817	0.43	-804
0	0.00	366	2.06	-366	432	3.12	-432	Supplies- Other	372	0.85	4,183	2.07	-3,811	5,039	2.67	-4,666
0	0.00	314	1.77	-314	178	1.28	-178	Cleaning Supplies	655	1.50	3,585	1.77	-2,931	3,177	1.68	-2,522
0	0.00	0	0.00	0	0	0.00	0	Dishwasher Supplies	197	0.45	0	0.00	197	489	0.26	-293
0	0.00	864	4.87	-864	1,019	7.36	-1,019	Supplies- Paper	2,244	5.15	9,860	4.88	-7,617	9,874	5.24	-7,630
0	0.00	0	0.00	0	26	0.19	-26	Menus	0	0.00	1,200	0.59	-1,200	1,623	0.86	-1,623
0	0.00	75	0.42	-75	96	0.69	-96	Kitchen & Utensils Supplies	335	0.77	825	0.41	-490	843	0.45	-508
0	0.00	190	1.07	-190	188	1.36	-188	Equipment Rental	1,167	2.68	2,090	1.03	-923	2,041	1.08	-874
3	3.66	0	0.00	3	47	0.34	-43	Promotions	29	0.07	0	0.00	29	973	0.52	-945
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	680	0.34	-680	0	0.00	0
3	3.66	2,043	11.51	-2,040	2,146	15.51	-2,143	Total Operating Expense- Food	5,040	11.57	25,063	12.40	-20,023	25,626	13.59	-20,586
39	44.15	22,090	124.47	-22,051	17,618	127.29	-17,579	Total Food Costs	51,991	119.32	246,908	122.16	-194,917	234,093	124.15	-182,102
50	55.85	-4,342	-24.47	4,392	-3,777	-27.29	3,826	N.I.- Food Department	-8,419	-19.32	-44,789	-22.16	36,371	-45,537	-24.15	37,118

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,989	33.93	-1,989	1,303	26.97	-1,303	Bar Liquor	5,507	32.76	22,708	33.93	-17,201	21,841	34.94	-16,334
65	80.00	1,963	33.48	-1,897	1,487	30.78	-1,421	Bar Beer	5,868	34.91	22,409	33.48	-16,541	20,300	32.48	-14,432
16	20.00	1,910	32.59	-1,894	2,041	42.25	-2,025	Bar Wine	5,436	32.34	21,812	32.59	-16,376	20,367	32.58	-14,931
82	100.00	5,862	100.00	-5,780	4,830	100.00	-4,749	Total Bar Beverage	16,811	100.00	66,929	100.00	-50,118	62,509	100.00	-45,698
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
82	100.00	5,862	100.00	-5,780	4,830	100.00	-4,749	Total Beverage Revenue	16,811	100.00	66,929	100.00	-50,118	62,509	100.00	-45,698

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	440	7.50	-440	601	12.44	-601	Cost of Sales - Liquor	2,395	14.25	5,018	7.50	-2,624	8,505	13.61	-6,110
18	22.02	530	9.04	-512	431	8.91	-413	Cost of Sales - Beer	1,614	9.60	6,051	9.04	-4,436	5,353	8.56	-3,739
6	7.34	678	11.57	-672	818	16.93	-812	Cost of Sales - Wine	2,164	12.87	7,743	11.57	-5,580	8,935	14.29	-6,771
24	29.36	1,648	28.11	-1,624	1,850	38.29	-1,826	Total COGS- Beverage	6,172	36.72	18,812	28.11	-12,640	22,792	36.46	-16,620
Beverage Payroll																
0	0.00	186	3.17	-186	0	0.00	0	Vacation /PTO	0	0.00	2,046	3.06	-2,046	0	0.00	0
0	0.00	186	3.17	-186	0	0.00	0	Total Beverage Payroll	0	0.00	2,046	3.06	-2,046	0	0.00	0
Operating Expenses- Beverage																
0	0.00	1,550	26.44	-1,550	2,293	47.47	-2,293	Licenses & Permits	770	4.58	1,550	2.32	-780	2,293	3.67	-1,523
0	0.00	1,550	26.44	-1,550	2,293	47.47	-2,293	Total Operating- Beverage	770	4.58	1,550	2.32	-780	2,293	3.67	-1,523
24	29.36	3,384	57.72	-3,360	4,143	85.76	-4,119	Total Beverage Costs	6,942	41.30	22,408	33.48	-15,466	25,085	40.13	-18,143
58	70.64	2,478	42.28	-2,421	688	14.24	-630	Net Income- Beverage	9,869	58.70	44,521	66.52	-34,652	37,423	59.87	-27,555

12/14/2020 at 1:14:54 PM

Page 9 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	526	0.65	-526	Restaurant Breakfast Covers	1,622	0.69	0	0.00	1,622	6,917	0.66	-5,295
0	0.00	0	0.00	0	285	0.35	-285	Restaurant Dinner Covers	720	0.31	0	0.00	720	3,610	0.34	-2,890
0	0.00	0	0.00	0	811	1.00	-811	Total Food Covers	2,342	1.00	0	0.00	2,342	10,527	1.00	-8,185

12/14/2020 at 1:14:54 PM

Page 10 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	1	0.00	-1
1	0.00	25	0.00	-24	40	0.00	-39	Long Distance	50	0.00	275	0.00	-225	306	0.00	-256
398	0.00	157	0.00	241	333	0.00	65	Internet Access Fees	1,719	0.00	1,793	0.00	-74	1,484	0.00	235
399	0.00	182	0.00	217	373	0.00	26	Total Phone Revenues	1,769	0.00	2,068	0.00	-299	1,791	0.00	-22
COS- Communication																
772	0.95	1,340	0.50	-568	1,310	0.54	-538	COS-Local	15,163	1.18	14,740	0.46	423	14,341	0.46	822
0	0.00	50	200.00	-50	53	130.42	-53	COS-Long Distance	181	364.28	550	200.00	-369	511	167.09	-330
1,209	303.53	1,300	827.92	-91	1,315	395.10	-106	COS-HSIA ISP	15,041	874.97	14,300	797.66	741	18,550	1,250.38	-3,509
1,980	0.00	2,690	0.00	-710	2,677	0.00	-697	Total COS- Comm	30,386	0.00	29,590	0.00	796	33,403	0.00	-3,017
-1,581	0.00	-2,508	0.00	927	-2,304	0.00	723	Gross Margin- Comm	-28,617	0.00	-27,522	0.00	-1,094	-31,612	0.00	2,995
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,150	0.00	1,100	0.00	50	2,606	0.00	-1,456
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	406	0.00	0	0.00	406	712	0.00	-306
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,556	0.00	1,100	0.00	456	3,318	0.00	-1,762
1,681	0.00	2,608	0.00	-927	2,404	0.00	-723	N.I.- Comm Dept	30,172	0.00	28,622	0.00	1,550	34,930	0.00	-4,757

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	105	2.10	-105	96	2.33	-96	Laundry/Valet	98	0.25	1,195	2.10	-1,097	824	1.44	-726
54	2.45	52	1.05	1	79	1.91	-25	Vending	479	1.20	598	1.05	-119	626	1.10	-147
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	100	0.25	0	0.00	100	0	0.00	100
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	25	0.04	-25
81	3.70	1,047	21.00	-966	677	16.37	-596	Late Cancellation Income	13,228	33.26	11,952	21.05	1,276	10,350	18.14	2,878
750	34.26	300	6.02	450	250	6.05	500	Smoking Fee	5,064	12.73	3,300	5.81	1,764	4,015	7.04	1,049
0	0.00	0	0.00	0	196	4.74	-196	Tax Discounts Earned	819	2.06	0	0.00	819	2,811	4.93	-1,992
1,305	59.59	3,481	69.83	-2,176	2,835	68.60	-1,530	Market Sales	19,980	50.24	39,739	69.98	-19,759	38,417	67.32	-18,437
2,189	100.00	4,984	100.00	-2,795	4,132	100.00	-1,943	Total Miscellaneous Revenues	39,768	100.00	56,783	100.00	-17,015	57,069	100.00	-17,300
COSales- Miscellaneous																
0	0.00	105	100.00	-105	96	99.82	-96	COS-Laundry/Valet	76	77.40	1,195	100.00	-1,119	859	104.25	-783
892	68.40	1,740	50.00	-848	1,653	58.31	-761	COS- Market	8,064	40.36	19,870	50.00	-11,805	16,914	44.03	-8,850
892	40.76	1,845	37.02	-953	1,749	42.32	-857	Total COS- Miscellaneous	8,140	20.47	21,065	37.10	-12,924	17,773	31.14	-9,633
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
1,297	59.24	3,139	62.98	-1,842	2,383	57.68	-1,086	Total Miscellaneous Profit	31,628	79.53	35,719	62.90	-4,091	39,296	68.86	-7,668

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
3,404	4.21	6,604	2.46	-3,200	6,429	2.66	-3,025	General Manager	56,224	4.38	72,768	2.25	-16,544	68,395	2.20	-12,170
3,847	4.75	4,159	1.55	-312	4,049	1.68	-202	Assistant General Manager	41,167	3.21	45,585	1.41	-4,418	41,902	1.35	-735
302	0.37	983	0.37	-681	1,030	0.43	-728	Payroll Taxes	7,576	0.59	9,656	0.30	-2,080	9,075	0.29	-1,499
1,825	2.25	1,206	0.45	619	2,814	1.17	-989	Employee Benefits	16,815	1.31	13,266	0.41	3,549	14,054	0.45	2,761
509	0.63	0	0.00	509	0	0.00	509	Vacation /PTO	16,784	1.31	0	0.00	16,784	1,980	0.06	14,804
189	0.23	0	0.00	189	489	0.20	-300	Holiday	2,558	0.20	0	0.00	2,558	2,395	0.08	163
0	0.00	2,175	0.81	-2,175	1,840	0.76	-1,840	Bonus/Incentive Pay	1,557	0.12	8,700	0.27	-7,143	5,748	0.18	-4,190
10,075	12.45	15,127	5.63	-5,053	16,651	6.90	-6,577	Total P/R & R/B- A&G	142,682	11.11	149,975	4.64	-7,294	143,548	4.62	-866
Operating Expenses- A&G																
0	0.00	350	0.13	-350	467	0.19	-467	Employee Relations	1,351	0.11	4,650	0.14	-3,299	6,742	0.22	-5,391
2,000	2.47	2,000	0.74	0	2,000	0.83	0	Accounting Fees	22,000	1.71	22,000	0.68	0	22,000	0.71	0
1,185	1.46	757	0.28	428	781	0.32	404	Data Processing	12,196	0.95	10,551	0.33	1,645	9,469	0.30	2,727
54	0.07	523	0.19	-470	1,123	0.47	-1,069	Office Supplies	1,608	0.13	5,976	0.19	-4,368	6,436	0.21	-4,829
0	0.00	0	0.00	0	0	0.00	0	Audit Fees	0	0.00	0	0.00	0	12	0.00	-12
44	0.05	44	0.02	0	44	0.02	0	Muzak	479	0.04	484	0.01	-5	-95	0.00	574
0	0.00	0	0.00	0	0	0.00	0	A & G Meals- Promo	0	0.00	0	0.00	0	10	0.00	-10
785	0.97	300	0.11	485	0	0.00	785	Travel & Lodging	785	0.06	6,150	0.19	-5,365	6,287	0.20	-5,502
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	335	0.01	-335
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	263	0.02	825	0.03	-562	825	0.03	-562
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,941	0.23	5,326	0.16	-2,385	5,089	0.16	-2,148
11	0.01	79	0.03	-67	73	0.03	-62	Postage	305	0.02	896	0.03	-592	917	0.03	-613
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,408	0.11	750	0.02	658	1,532	0.05	-124
0	0.00	180	0.07	-180	167	0.07	-167	Employment Screening/ Drug Testing	1,071	0.08	1,980	0.06	-909	1,988	0.06	-917
86	0.11	995	0.37	-909	40	0.02	46	Training	937	0.07	2,445	0.08	-1,508	5,230	0.17	-4,293
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	5,457	0.42	0	0.00	5,457	1,463	0.05	3,994
0	0.00	5,400	2.01	-5,400	5,315	2.20	-5,315	Security Service	14,277	1.11	59,400	1.84	-45,123	58,245	1.87	-43,967
144	0.18	165	0.06	-21	150	0.06	-6	Dues/Subscriptions	1,461	0.11	2,872	0.09	-1,411	2,707	0.09	-1,246
-3,827	-4.73	7,315	2.72	-11,142	8,519	3.53	-12,346	Credit Card Commissions	27,941	2.18	87,889	2.72	-59,948	90,012	2.89	-62,071
0	0.00	0	0.00	0	10	0.00	-10	Cash Over/Short	247	0.02	0	0.00	247	-2,816	-0.09	3,063
0	0.00	165	0.06	-165	164	0.07	-164	Equipment Rental	1,560	0.12	1,815	0.06	-255	1,764	0.06	-204
937	1.16	525	0.20	412	560	0.23	377	Payroll Services	5,479	0.43	7,530	0.23	-2,051	7,693	0.25	-2,214
880	1.09	1,600	0.60	-720	1,571	0.65	-691	Bank Charges	13,186	1.03	17,600	0.55	-4,414	17,111	0.55	-3,925
148	0.18	0	0.00	148	256	0.11	-108	Chargebacks	1,495	0.12	0	0.00	1,495	4,422	0.14	-2,928
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	78	0.00	-78
665	0.82	1,335	0.50	-670	1,537	0.64	-872	Workers Comp Insurance	9,601	0.75	16,165	0.50	-6,564	16,799	0.54	-7,198
3,113	3.85	21,808	8.11	-18,696	22,854	9.46	-19,741	Total Operating- A&G	126,046	9.81	255,305	7.91	-129,259	264,256	8.50	-138,209

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
5,179	6.40	5,503	2.05	-324	5,357	2.22	-178	Director of Sales	19,821	1.54	59,984	1.86	-40,163	44,866	1.44	-25,044
0	0.00	3,386	1.26	-3,386	2,984	1.24	-2,984	Sales Manager	8,350	0.65	36,810	1.14	-28,460	35,041	1.13	-26,692
359	0.44	899	0.33	-540	763	0.32	-405	Revenue Management	5,113	0.40	9,889	0.31	-4,776	9,252	0.30	-4,139
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.06	-1,377	0	0.00	516
396	0.49	682	0.25	-286	799	0.33	-402	Payroll Taxes	2,258	0.18	6,708	0.21	-4,449	6,077	0.20	-3,818
0	0.00	1,507	0.56	-1,507	-254	-0.11	254	Employee Benefits	4,469	0.35	16,577	0.51	-12,108	15,724	0.51	-11,254
0	0.00	0	0.00	0	385	0.16	-385	Vacation / PTO	1,449	0.11	0	0.00	1,449	1,308	0.04	141
0	0.00	0	0.00	0	154	0.06	-154	Holiday	154	0.01	0	0.00	154	1,392	0.04	-1,238
0	0.00	1,600	0.60	-1,600	300	0.12	-300	Bonus/Incentive Pay	196	0.02	6,400	0.20	-6,204	1,878	0.06	-1,683
5,933	7.33	13,749	5.12	-7,815	10,487	4.34	-4,554	Total P/R & R/B- Sales	42,327	3.30	138,261	4.28	-95,934	115,538	3.72	-73,211
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	200	0.01	-200	30	0.00	-30
0	0.00	25	0.01	-25	0	0.00	0	Office Supplies	25	0.00	275	0.01	-250	287	0.01	-262
29	0.04	50	0.02	-21	523	0.22	-493	Travel & Lodging	331	0.03	3,450	0.11	-3,119	2,879	0.09	-2,548
0	0.00	100	0.04	-100	132	0.05	-132	Meals & Entertainment	31	0.00	1,100	0.03	-1,069	271	0.01	-240
0	0.00	50	0.02	-50	785	0.33	-785	Promotions	2,181	0.17	550	0.02	1,631	1,785	0.06	395
0	0.00	100	0.04	-100	100	0.04	-100	Telephone	200	0.02	1,100	0.03	-900	700	0.02	-500
0	0.00	0	0.00	0	682	0.28	-682	Sales Training	1,173	0.09	2,575	0.08	-1,402	3,037	0.10	-1,864
1,776	2.20	259	0.10	1,517	1,107	0.46	669	Dues & Subscriptions	11,416	0.89	7,530	0.23	3,886	6,280	0.20	5,136
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	100	0.04	-100	765	0.32	-765	e Commerce Costs	300	0.02	1,100	0.03	-800	2,561	0.08	-2,261
313	0.39	200	0.07	113	676	0.28	-363	Brand Paid Search	2,765	0.22	2,200	0.07	565	8,223	0.26	-5,458
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	0	0.00	0	1,250	0.04	-1,250
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	400	0.01	-400	26	0.00	-26
2,119	2.62	884	0.33	1,235	4,770	1.98	-2,652	Total Operating- Sales	18,422	1.43	20,480	0.63	-2,058	27,350	0.88	-8,928
8,052	9.95	14,633	5.44	-6,581	15,258	6.32	-7,206	Total Expenses-Sales	60,750	4.73	158,741	4.92	-97,991	142,888	4.59	-82,138

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
380	0.33	4,064	1.55	-3,684	3,956	1.42	-3,576	Chief Engineer	19,237	1.28	44,416	1.49	-25,179	44,322	1.50	-25,084
2,860	2.48	7,245	2.77	-4,385	6,337	2.28	-3,477	General Maintenance	38,252	2.55	80,899	2.71	-42,647	70,267	2.37	-32,015
341	0.30	905	0.35	-563	845	0.30	-504	Payroll Taxes	4,534	0.30	10,025	0.34	-5,492	9,359	0.32	-4,825
1,124	0.97	587	0.22	537	213	0.08	912	Employee Benefits	5,918	0.39	6,457	0.22	-539	4,249	0.14	1,669
229	0.20	0	0.00	229	225	0.08	4	Holiday	1,134	0.08	0	0.00	1,134	1,364	0.05	-230
379	0.33	0	0.00	379	0	0.00	379	Vacation /PTO	6,225	0.41	0	0.00	6,225	638	0.02	5,587
5,313	4.61	12,801	4.89	-7,488	11,576	4.17	-6,263	Total P/R & Related Expenses- Maintenance	75,300	5.01	141,797	4.75	-66,497	130,199	4.40	-54,899
Operating Expenses- R & M																
0	0.00	79	0.03	-79	0	0.00	0	Laundry Equipment	806	0.05	896	0.03	-90	1,177	0.04	-371
0	0.00	916	0.35	-916	805	0.29	-805	Building Maintenance	3,105	0.21	10,458	0.35	-7,353	11,479	0.39	-8,375
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	159	0.01	-159
222	0.19	183	0.07	39	145	0.05	77	Light Bulbs	1,658	0.11	2,092	0.07	-434	3,777	0.13	-2,119
26	0.02	157	0.06	-131	220	0.08	-194	Electrical & Mechanical	1,417	0.09	1,793	0.06	-376	1,340	0.05	77
0	0.00	837	0.32	-837	185	0.07	-185	HVAC	4,367	0.29	9,561	0.32	-5,194	7,967	0.27	-3,600
1,203	1.04	602	0.23	601	957	0.34	246	Plumbing & Boiler	15,827	1.05	6,872	0.23	8,955	6,829	0.23	8,999
0	0.00	183	0.07	-183	1,316	0.47	-1,316	Pool	2,807	0.19	2,092	0.07	716	3,057	0.10	-250
0	0.00	1,015	0.39	-1,015	1,448	0.52	-1,448	Grounds & Landscaping	7,141	0.48	13,165	0.44	-6,024	14,856	0.50	-7,714
0	0.00	78	0.03	-78	78	0.03	-78	Interior Plants	156	0.01	858	0.03	-702	858	0.03	-702
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	40	0.00	-40
0	0.00	236	0.09	-236	162	0.06	-162	Furniture & Fixtures	-31	0.00	2,689	0.09	-2,720	2,100	0.07	-2,131
18	0.02	262	0.10	-244	195	0.07	-177	Painting	937	0.06	2,988	0.10	-2,051	3,431	0.12	-2,494
0	0.00	275	0.11	-275	153	0.06	-153	Carpet & Floor	556	0.04	8,550	0.29	-7,995	6,360	0.21	-5,804
0	0.00	52	0.02	-52	30	0.01	-30	Telephone	60	0.00	598	0.02	-538	300	0.01	-240
0	0.00	131	0.05	-131	332	0.12	-332	Kitchen Equipment	830	0.06	1,494	0.05	-664	1,662	0.06	-831
0	0.00	26	0.01	-26	861	0.31	-861	Locks & Keys	292	0.02	299	0.01	-7	1,484	0.05	-1,192
0	0.00	262	0.10	-262	246	0.09	-246	Radio & TV	30	0.00	2,988	0.10	-2,958	2,266	0.08	-2,236
798	0.69	1,100	0.42	-302	646	0.23	152	Exterminating	5,931	0.39	8,924	0.30	-2,992	11,943	0.40	-6,011
0	0.00	0	0.00	0	0	0.00	0	License & Permits	318	0.02	0	0.00	318	0	0.00	318
0	0.00	0	0.00	0	541	0.19	-541	Maintenance Contracts	0	0.00	0	0.00	0	857	0.03	-857
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	0	0.00	0	0.00	0	0	0.00	0
0	0.00	350	0.13	-350	0	0.00	0	Fire & Safety	7,944	0.53	5,740	0.19	2,204	9,754	0.33	-1,810
0	0.00	2,850	1.09	-2,850	2,760	0.99	-2,760	Elevator	9,512	0.63	13,080	0.44	-3,568	14,620	0.49	-5,108
2,266	1.97	9,594	3.67	-7,328	11,079	3.99	-8,813	Total Operating - R & M	63,665	4.24	95,135	3.18	-31,470	106,317	3.59	-42,652
7,579	6.57	22,394	8.56	-14,815	22,655	8.16	-15,076	Total Expenses- R & M	138,965	9.25	236,932	7.93	-97,967	236,516	7.99	-97,551

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
8,614	7.47	7,470	2.85	1,144	6,283	2.26	2,331	Electricity	97,798	6.51	100,073	3.35	-2,275	96,109	3.25	1,689
923	0.80	1,203	0.46	-280	1,028	0.37	-105	Gas	8,334	0.55	12,650	0.42	-4,316	12,183	0.41	-3,849
3,412	2.96	3,945	1.51	-533	4,255	1.53	-843	Water & Sewer	39,017	2.60	44,610	1.49	-5,593	39,938	1.35	-921
673	0.58	676	0.26	-3	601	0.22	72	Waste Removal	4,908	0.33	8,411	0.28	-3,503	7,539	0.25	-2,630
13,622	11.81	13,294	5.08	328	12,167	4.38	1,454	Total Expenses- Utilities	150,057	9.99	165,744	5.55	-15,687	155,769	5.26	-5,711

12/14/2020 at 1:14:54 PM

Page 17 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,383	5.58	13,226	5.51	-8,842	12,077	5.52	-7,694	Franchise Fees/ Royalties	66,163	5.59	159,864	5.51	-93,701	154,884	5.53	-88,721
6,871	8.75	12,269	5.11	-5,398	11,675	5.34	-4,804	Advertising	80,837	6.83	148,263	5.11	-67,427	141,677	5.06	-60,841
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	1,698	0.06	-1,698
1,330	1.69	5,155	2.15	-3,825	5,535	2.53	-4,204	Frequent Traveler	23,681	2.00	58,862	2.03	-35,180	54,679	1.95	-30,998
55	0.07	0	0.00	55	0	0.00	55	Brand Guest Fees	730	0.06	0	0.00	730	0	0.00	730
103	0.13	0	0.00	103	0	0.00	103	Other Franchise Cost	738	0.06	0	0.00	738	272	0.01	466
12,742	16.22	30,650	12.76	-17,908	29,286	13.39	-16,544	Total Franchise Fees Expense	172,149	14.54	366,989	12.64	-194,840	353,210	12.61	-181,061

12/14/2020 at 1:14:54 PM

Page 18 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,024	2.50	6,724	2.50	-4,700	6,036	2.50	-4,012	Management Fees	32,110	2.50	80,780	2.50	-48,670	77,726	2.50	-45,616
4,236	5.23	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,210	1.18	0	0.00	15,210	0	0.00	15,210
6,260	7.74	6,724	2.50	-464	6,036	2.50	224	Total Management Fees Expense	47,320	3.68	80,780	2.50	-33,461	77,726	2.50	-30,406

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
52,431	64.80	52,431	19.51	0	51,028	21.13	1,403	Ground Lease	572,537	44.58	571,133	17.69	1,403	557,213	17.92	15,323
10,942	13.52	10,758	4.00	185	10,942	4.53	0	FF & E Reserve	120,367	9.37	129,249	4.00	-8,882	130,670	4.20	-10,303
0	0.00	0	0.00	0	0	0.00	0	Van Lease	0	0.00	0	0.00	0	290	0.01	-290
18,135	22.41	18,135	6.75	0	24,332	10.08	-6,197	Real Estate Tax	181,641	14.14	199,484	6.18	-17,843	235,782	7.58	-54,140
7,045	8.71	6,802	2.53	243	6,497	2.69	548	Insurance	76,644	5.97	74,677	2.31	1,967	73,738	2.37	2,906
88,554	109.44	88,126	32.79	428	92,799	38.43	-4,245	TOTAL FIXED EXPENSES	951,189	74.06	974,543	30.18	-23,354	997,692	32.08	-46,504

12/14/2020 at 1:14:54 PM

Page 20 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,933	4.53	-10,933	Owners Expense	18,600	1.45	0	0.00	18,600	106,031	3.41	-87,431
92,976	114.90	0	0.00	92,976	92,976	38.51	0	Depreciation	1,022,736	79.63	0	0.00	1,022,736	1,022,736	32.89	0
3,267	4.04	0	0.00	3,267	3,267	1.35	0	Amortization Expense	35,937	2.80	0	0.00	35,937	35,937	1.16	0
36,500	45.11	36,379	13.54	121	36,154	14.97	346	Interest Expense	399,996	31.14	403,414	12.49	-3,418	403,044	12.96	-3,048
0	0.00	2,689	1.00	-2,689	2,415	1.00	-2,415	Asset Management Fee	5,136	0.40	32,312	1.00	-27,176	33,386	1.07	-28,250
0	0.00	0	0.00	0	4,384	1.82	-4,384	Extraordinary Expenses	4,206	0.33	0	0.00	4,206	13,521	0.43	-9,316
-408	-0.50	0	0.00	-408	-1,139	-0.47	730	Corporate Business Tax	49,086	3.82	0	0.00	49,086	-1,281	-0.04	50,366
132,335	163.54	39,068	14.54	93,266	148,990	61.70	-16,656	Total Other	1,535,696	119.56	435,726	13.49	1,099,970	1,613,374	51.88	-77,678

12/14/2020 at 1:14:54 PM

Page 21 of 22

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,270		3,270		0	3,270		0	Total Rooms Available	36,515		36,515		0	36,406		109
1,781		2,398		-617	2,398		-617	Total Rooms Sold	21,063		22,700		-1,637	22,346		-1,283
54.46%		73.33%		-18.87%	73.33%		-18.87%	Occupancy %	57.68%		62.17%		-4.48%	61.38%		-3.70%
83.39		84.42		-1.02	84.41		-1.02	Average Rate	108.25		117.63		-9.38	116.89		-8.64
45.42		61.90		-16.48	61.90		-16.48	REVPAR	62.44		73.13		-10.68	71.75		-9.31
REVENUES																
148,524	98.46	202,428	98.51	-53,904	202,426	97.69	-53,902	ROOMS	2,280,024	98.40	2,670,170	98.70	-390,146	2,611,978	98.49	-331,954
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,328	1.54	3,057	1.49	-729	4,796	2.31	-2,467	MISCELLANEOUS	37,080	1.60	35,212	1.30	1,868	40,059	1.51	-2,979
150,853	100.00	205,485	100.00	-54,632	207,221	100.00	-56,369	TOTAL REVENUES	2,317,104	100.00	2,705,382	100.00	-388,277	2,652,037	100.00	-334,933
DEPARTMENT EXPENSES																
52,165	35.12	66,878	33.04	-14,713	68,061	33.62	-15,896	ROOMS EXPENSE	502,064	22.02	665,723	24.93	-163,659	633,727	24.26	-131,663
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
749	32.16	1,114	36.44	-365	856	17.86	-108	MISCELLANEOUS EXPENSE	9,648	26.02	10,600	30.10	-952	10,651	26.59	-1,003
52,914	35.08	67,992	33.09	-15,078	68,918	33.26	-16,004	TOTAL DEPARTMENTAL EXPENSES	511,712	22.08	676,323	25.00	-164,611	644,377	24.30	-132,665
DEPARTMENTAL PROFIT																
96,359	64.88	135,550	66.96	-39,191	134,364	66.38	-38,005	ROOMS PROFIT	1,777,960	77.98	2,004,447	75.07	-226,487	1,978,252	75.74	-200,291
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,580	67.84	1,943	63.56	-363	3,939	82.14	-2,360	MISCELLANEOUS PROFIT	27,432	73.98	24,612	69.90	2,820	29,409	73.41	-1,976
97,939	64.92	137,493	66.91	-39,554	138,304	66.74	-40,365	TOTAL DEPARTMENTAL PROFIT	1,805,392	77.92	2,029,059	75.00	-223,666	2,007,660	75.70	-202,268
18,742	12.42	23,408	11.39	-4,666	25,740	12.42	-6,998	A & G EXPENSE	242,141	10.45	281,946	10.42	-39,805	280,903	10.59	-38,761
1,922	1.27	1,717	0.84	205	1,797	0.87	126	TELECOM	20,025	0.86	20,102	0.74	-77	19,669	0.74	356
4,969	3.29	8,020	3.90	-3,052	8,043	3.88	-3,074	SALES & MARKETING EXPENSES	65,935	2.85	90,684	3.35	-24,749	85,546	3.23	-19,611
17,034	11.29	25,305	12.31	-8,270	20,541	9.91	-3,506	FRANCHISE FEES	246,561	10.64	291,323	10.77	-44,762	282,304	10.64	-35,744
10,468	6.94	12,379	6.02	-1,911	10,829	5.23	-361	MAINTENANCE EXPENSES	88,539	3.82	117,351	4.34	-28,812	109,004	4.11	-20,465
12,108	8.03	13,734	6.68	-1,626	12,422	5.99	-314	UTILITIES EXPENSE	131,333	5.67	148,619	5.49	-17,286	145,260	5.48	-13,927
65,242	43.25	84,563	41.15	-19,321	79,370	38.30	-14,128	TOTAL ADMIN EXPENSES	794,534	34.29	950,026	35.12	-155,492	922,686	34.79	-128,152
32,696	21.67	52,929	25.76	-20,233	58,933	28.44	-26,237	HOUSE PROFIT	1,010,858	43.63	1,079,033	39.88	-68,175	1,084,974	40.91	-74,116

FIXED EXPENSES															
8,007	5.31	5,140	2.50	2,867	5,181	2.50	2,826 MANAGEMENT FEES	73,147	3.16	67,663	2.50	5,484	66,313	2.50	6,834
48,833	32.37	50,917	24.78	-2,085	47,504	22.92	1,329 FIXED EXPENSES	529,727	22.86	572,615	21.17	-42,888	533,590	20.12	-3,863
-24,143	-16.00	-3,128	-1.52	-21,016	6,249	3.02	-30,392 NET OPERATING INCOME	407,984	17.61	438,755	16.22	-30,770	485,071	18.29	-77,087
62,844	41.66	23,156	11.27	39,689	80,874	39.03	-18,030 Other	734,765	31.71	259,162	9.58	475,603	726,809	27.41	7,957
-86,988	-57.66	-26,283	-12.79	-60,704	-74,626	-36.01	-12,362 N.I. after Other	-326,781	-14.10	179,593	6.64	-506,374	-241,737	-9.12	-85,044
-47,099		-26,283		-20,815	-34,737		-12,362 Cash before Depreciation/Amortization	111,998		179,593		-67,595	197,042		-85,044

12/11/2020 at 7:24:16 AM

Page 1 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
40,413	27.21	67,336	33.26	-26,923	67,728	33.46	-27,315	Rack/ Premium	707,178	31.02	825,610	30.92	-118,432	831,072	31.82	-123,894
40,749	27.44	55,010	27.18	-14,261	55,257	27.30	-14,508	Discounts - Other	734,769	32.23	817,880	30.63	-83,111	814,959	31.20	-80,190
121	0.08	0	0.00	121	880	0.43	-759	Government	36,859	1.62	48,447	1.81	-11,588	47,790	1.83	-10,931
45,219	30.45	36,450	18.01	8,769	36,423	17.99	8,795	Locally Negotiated Rate	537,895	23.59	591,080	22.14	-53,185	576,375	22.07	-38,480
-516	-0.35	0	0.00	-516	-2,443	-1.21	1,927	Allowances	-23,663	-1.04	0	0.00	-23,663	-22,727	-0.87	-936
204	0.14	900	0.44	-696	272	0.13	-68	Redemption Revenue	38,438	1.69	65,177	2.44	-26,739	57,888	2.22	-19,450
126,190	84.96	159,695	78.89	-33,505	158,118	78.11	-31,928	Total Transient Revenue	2,031,476	89.10	2,348,194	87.94	-316,718	2,305,356	88.26	-273,880
ROOM STATISTICS																
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
21,343	14.37	42,732	21.11	-21,389	42,290	20.89	-20,947	Group- Corporate	235,330	10.32	321,976	12.06	-86,646	295,360	11.31	-60,030
21,343	14.37	42,732	21.11	-21,389	42,290	20.89	-20,947	Total Group Revenue	235,330	10.32	321,976	12.06	-86,646	295,360	11.31	-60,030
991	0.67	0	0.00	991	2,018	1.00	-1,027	Guaranteed No-Show	13,218	0.58	0	0.00	13,218	11,262	0.43	1,956
148,524	100.00	202,428	100.00	-53,904	202,426	100.00	-53,902	Total Rooms Revenue	2,280,024	100.00	2,670,170	100.00	-390,146	2,611,978	100.00	-331,954
ROOM STATISTICS																
356	20	647	27	-291	651	27	-295	Rack/ Premium Rooms	4,913	23	5,994	26	-1,081	6,055	27	-1,142
558	31	743	31	-185	744	31	-186	Discounts - Other Rooms	7,438	35	8,147	36	-709	8,168	37	-730
1	0	0	0	1	8	0	-7	Government Rooms	308	1	321	1	-13	318	1	-10
659	37	480	20	179	477	20	182	Locally Negotiated Corporate Rooms	6,356	30	5,477	24	879	5,377	24	979
1,574	88	1,870	78	-296	1,880	78	-306	Total Transient Stats	19,015	90	19,940	88	-925	19,918	89	-903
Other Room Stats																
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
207	12	528	22	-321	518	22	-311	Group- Corporate Rooms	2,048	10	2,760	12	-712	2,428	11	-380
207	12	528	22	-321	518	22	-311	Total Group Stats	2,048	10	2,760	12	-712	2,428	11	-380
1,781	100	2,398	100	-617	2,398	100	-617	TOTAL ROOM STATISTICS	21,063	100	22,700	100	-1,637	22,346	100	-1,283
Other Room Stats																
71	4	0	0	71	18	1	53	Comp Rooms	594	3	0	0	594	90	0	504
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	73	0	-73
1,394	78	0	0	1,394	1,515	63	-121	Single Occupancy	15,678	74	0	0	15,678	14,286	64	1,392

417	23	0	0	417	552	23	-135 Multiple Occupancy	4,288	20	0	0	4,288	5,078	23	-790
13	1	0	0	13	38	2	-25 GNS Stats	211	1	0	0	211	154	1	57
98	6	0	0	98	45	2	53 Out of Order Rooms	2,868	14	0	0	2,868	651	3	2,217
3,604	202	0	0	3,604	4,662	194	-1,058 # of Guests	39,973	190	0	0	39,973	42,791	191	-2,818

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
113.52		104.00		9.52	104.04		9.48	Rack/Premium ADR	143.94		137.73		6.21	137.25		6.69
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
73.03		74.00		-0.97	74.27		-1.24	Discount ADR	98.79		100.39		-1.61	99.77		-0.99
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
121.00		0.00		121.00	110.00		11.00	Government ADR	119.67		150.76		-31.08	150.28		-30.61
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
68.62		76.00		-7.38	76.36		-7.74	Local Negotiated ADR	84.63		107.91		-23.29	107.19		-22.56
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
80.17		85.38		-5.21	84.11		-3.93	Total Transient ADR	106.84		117.76		-10.93	115.74		-8.91
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
103.11		81.00		22.11	81.64		21.47	Group - Corporate ADR	114.91		116.65		-1.74	121.65		-6.74
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
103.11		81.00		22.11	81.64		21.47	Total Group ADR	114.91		116.65		-1.74	121.65		-6.74

12/11/2020 at 7:24:16 AM

Page 3 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
6,814	3.83	6,885	2.87	-71	7,483	3.12	-669	FD/ Guest Service Reps	51,871	2.46	74,908	3.30	-23,037	64,061	2.87	-12,189
2,175	1.22	2,438	1.02	-263	1,523	0.64	652	Executive Housekeeper	23,730	1.13	27,223	1.20	-3,493	23,866	1.07	-136
1,631	0.92	2,398	1.00	-767	2,158	0.90	-527	Asst Exec Housekeeper/ Inspectress	11,364	0.54	22,700	1.00	-11,336	23,590	1.06	-12,225
11,428	6.42	12,140	5.06	-712	14,193	5.92	-2,765	Housekeepers	107,548	5.11	114,919	5.06	-7,371	114,996	5.15	-7,448
1,163	0.65	3,147	1.31	-1,984	1,364	0.57	-201	Housemen	9,052	0.43	28,217	1.24	-19,165	20,930	0.94	-11,878
1,540	0.86	3,432	1.43	-1,892	4,267	1.78	-2,728	Laundry	16,139	0.77	32,589	1.44	-16,450	31,042	1.39	-14,903
95	0.05	2,520	1.05	-2,425	2,421	1.01	-2,326	Comp Breakfast Hostess	5,671	0.27	26,210	1.15	-20,539	21,645	0.97	-15,974
5,259	2.95	3,144	1.31	2,115	3,162	1.32	2,098	Night Audit	41,478	1.97	35,109	1.55	6,369	37,401	1.67	4,077
1,635	0.92	3,118	1.30	-1,483	2,921	1.22	-1,286	Payroll Taxes	19,720	0.94	31,057	1.37	-11,337	29,280	1.31	-9,560
593	0.33	930	0.39	-337	1,257	0.52	-663	Employee Benefits	8,699	0.41	10,230	0.45	-1,531	10,221	0.46	-1,521
1,041	0.58	670	0.28	371	986	0.41	55	Vacation /PTO	24,922	1.18	7,370	0.32	17,552	9,037	0.40	15,885
802	0.45	1,250	0.52	-448	1,201	0.50	-399	Holiday	3,955	0.19	6,095	0.27	-2,140	6,060	0.27	-2,105
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	3,400	0.15	-3,400	3,732	0.17	-3,732
0	0.00	0	0.00	0	0	0.00	0	Contract Labor - Housekeepers	2,295	0.11	0	0.00	2,295	0	0.00	2,295
0	0.00	0	0.00	0	0	0.00	0	Contract Labor - Laundry	5,420	0.26	0	0.00	5,420	0	0.00	5,420
34,177	19.19	42,072	17.54	-7,895	42,936	17.91	-8,759	Total P/R & R/Benefits- Rooms	331,864	15.76	420,027	18.50	-88,162	395,860	17.72	-63,996
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	120	0.05	-120	91	0.04	-91	Newspapers	238	0.01	1,135	0.05	-897	894	0.04	-656
5,714	3.21	11,391	4.75	-5,676	11,193	4.67	-5,479	Comp Breakfast	56,421	2.68	110,794	4.88	-54,374	107,588	4.81	-51,167
0	0.00	48	0.02	-48	22	0.01	-22	Comp Breakfast- Equipment	0	0.00	454	0.02	-454	394	0.02	-394
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	78	0.00	-78
0	0.00	48	0.02	-48	0	0.00	0	Laundry Supplies	478	0.02	454	0.02	24	318	0.01	160
2,163	1.21	1,319	0.55	844	1,225	0.51	938	Linen Supplies	13,036	0.62	12,485	0.55	551	13,856	0.62	-819
1,441	0.81	1,522	0.63	-81	1,441	0.60	0	Cable TV	14,983	0.71	16,742	0.74	-1,759	17,640	0.79	-2,657
0	0.00	0	0.00	0	0	0.00	0	HSIA Support	3,256	0.15	3,270	0.14	-14	3,270	0.15	-14
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	0	0.00	0
448	0.25	623	0.26	-175	186	0.08	262	Reservations Expense	4,583	0.22	5,902	0.26	-1,319	5,453	0.24	-871
1,900	1.07	2,398	1.00	-498	2,255	0.94	-355	Guest Room Supplies	17,188	0.82	22,700	1.00	-5,512	19,030	0.85	-1,841
414	0.23	671	0.28	-257	280	0.12	134	Cleaning Supplies	4,978	0.24	6,356	0.28	-1,378	5,971	0.27	-993
2,115	1.19	471	0.20	1,644	579	0.24	1,536	Ecolab Core Supplies	7,771	0.37	5,154	0.23	2,617	6,321	0.28	1,450
3,012	1.69	5,995	2.50	-2,983	7,556	3.15	-4,545	Travel Agents Commission	40,843	1.94	56,750	2.50	-15,907	54,591	2.44	-13,748
0	0.00	200	0.08	-200	297	0.12	-297	Uniforms	2,978	0.14	3,500	0.15	-522	2,464	0.11	514
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	856	0.04	0	0.00	856	0	0.00	856
781	0.44	0	0.00	781	0	0.00	781	COVID 19 Supplies	2,591	0.12	0	0.00	2,591	0	0.00	2,591
17,988	10.10	24,806	10.34	-6,818	25,125	10.48	-7,137	Total Operating - Rooms	170,200	8.08	245,696	10.82	-75,497	237,867	10.64	-67,667
52,165	29.29	66,878	27.89	-14,713	68,061	28.38	-15,896	Total Expenses- Rooms	502,064	23.84	665,723	29.33	-163,659	633,727	28.36	-131,663
96,359	54.10	135,550	56.53	-39,191	134,364	56.03	-38,005	Net Income- Rooms	1,777,960	84.41	2,004,447	88.30	-226,487	1,978,252	88.53	-200,291

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:24:16 AM

Page 7 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:24:16 AM

Page 9 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)
For Property: Fairfield Inn & Suites Naples (Capstone)
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	55	0.00	-55	52	0.00	-52
20	0.00	100	0.00	-80	15	0.00	5	Internet Access Fees	384	0.00	1,085	0.00	-701	928	0.00	-544
20	0.00	105	0.00	-85	15	0.00	5	Total Phone Revenues	384	0.00	1,140	0.00	-756	981	0.00	-596
COS- Communication																
900	0.60	770	0.37	130	770	0.37	131	COS-Local	8,875	0.38	8,470	0.31	405	8,723	0.33	152
0	0.00	10	200.00	-10	0	0.00	0	COS-Long Distance	0	0.00	110	200.00	-110	0	0.00	0
942	4,719.44	942	942.00	0	942	6,292.59	0	COS-HSIA ISP	10,475	2,726.24	11,562	1,065.62	-1,087	10,977	1,182.67	-502
1,842	0.00	1,722	0.00	120	1,712	0.00	131	Total COS- Comm	19,350	0.00	20,142	0.00	-792	19,700	0.00	-350
-1,822	0.00	-1,617	0.00	-205	-1,697	0.00	-126	Gross Margin- Comm	-18,965	0.00	-19,002	0.00	37	-18,719	0.00	-246
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,060	0.00	1,100	0.00	-40	950	0.00	110
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,060	0.00	1,100	0.00	-40	950	0.00	110
1,922	0.00	1,717	0.00	205	1,797	0.00	126	N.I.- Comm Dept	20,025	0.00	20,102	0.00	-77	19,669	0.00	356

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.73	-20	0	0.00	0	Laundry/Valet	0	0.00	220	0.69	-220	116	0.32	-116
75	3.22	0	0.00	75	0	0.00	75	Parking Income	75	0.22	0	0.00	75	0	0.00	75
47	2.02	192	7.01	-145	37	0.90	10	Vending	1,598	4.74	1,816	5.73	-218	1,221	3.39	378
0	0.00	0	0.00	0	0	0.00	0	Sundry Sales	0	0.00	0	0.00	0	1	0.00	-1
0	0.00	70	2.56	-70	0	0.00	0	Pet Fees	50	0.15	770	2.43	-720	800	2.22	-750
0	0.00	0	0.00	0	0	0.00	0	Rollaways	40	0.12	0	0.00	40	20	0.06	20
-7	-0.30	0	0.00	-7	10	0.23	-17	Miscellaneous	99	0.29	0	0.00	99	2,103	5.83	-2,004
299	12.84	200	7.31	99	1,728	42.19	-1,429	Late Cancellation Income	7,768	23.03	7,500	23.67	268	9,977	27.68	-2,210
200	8.59	25	0.91	175	0	0.00	200	Smoking Fee	889	2.64	275	0.87	614	250	0.69	639
0	0.00	72	2.63	-72	60	1.47	-60	Tax Discounts Earned	300	0.89	681	2.15	-381	542	1.50	-242
1,715	73.63	2,158	78.85	-444	2,261	55.21	-547	Market Sales	22,911	67.92	20,430	64.46	2,481	20,928	58.07	1,983
0	0.00	0	0.00	0	0	0.00	0	Market Sales- Beer/Wine	0	0.00	0	0.00	0	82	0.23	-82
2,328	100.00	2,737	100.00	-409	4,096	100.00	-1,767	Total Miscellaneous Revenues	33,730	100.00	31,692	100.00	2,038	36,039	100.00	-2,309
COSales- Miscellaneous																
0	0.00	10	50.00	-10	0	0.00	0	COS-Laundry/Valet	0	0.00	110	50.00	-110	50	42.86	-50
0	0.00	25	0.91	-25	0	0.00	0	COS-Vending Cost	0	0.00	275	0.87	-275	171	0.47	-171
749	43.68	1,079	50.00	-330	856	37.88	-108	COS- Market	9,568	41.76	10,215	50.00	-647	10,430	49.84	-862
749	32.16	1,114	40.71	-365	856	20.91	-108	Total COS- Miscellaneous	9,568	28.37	10,600	33.45	-1,032	10,651	29.55	-1,083
0	0.00	300	93.75	-300	700	100.00	-700	Banquet Room Rental	3,150	94.03	3,300	93.75	-150	3,975	98.88	-825
0	0.00	10	3.13	-10	0	0.00	0	Banquet Room F & B	0	0.00	110	3.13	-110	45	1.12	-45
0	0.00	10	3.13	-10	0	0.00	0	Banquet Room AV Rental	200	5.97	110	3.13	90	0	0.00	200
0	0.00	320	100.00	-320	700	100.00	-700	Total Meeting Room Revenues	3,350	100.00	3,520	100.00	-170	4,020	100.00	-670
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	80	2.40	0	0.00	80	0	0.00	80
1,580	67.84	1,943	70.99	-363	3,939	96.18	-2,360	Total Miscellaneous Profit	27,432	81.33	24,612	77.66	2,820	29,409	81.60	-1,976

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,006	3.32	4,326	2.11	680	3,719	1.79	1,287	General Manager	41,117	1.77	47,026	1.74	-5,909	39,337	1.48	1,781
3,043	2.02	2,719	1.32	324	2,250	1.09	793	Assistant General Manager	25,841	1.12	30,037	1.11	-4,196	26,815	1.01	-973
1,196	0.79	1,735	0.84	-539	1,690	0.82	-494	Operations Manager	12,514	0.54	19,147	0.71	-6,633	23,225	0.88	-10,712
751	0.50	730	0.36	21	812	0.39	-61	Payroll Taxes	7,143	0.31	7,999	0.30	-856	7,895	0.30	-752
274	0.18	694	0.34	-420	1,244	0.60	-971	Employee Benefits	5,900	0.25	7,634	0.28	-1,734	7,424	0.28	-1,525
99	0.07	0	0.00	99	600	0.29	-501	Vacation /PTO	9,639	0.42	0	0.00	9,639	3,785	0.14	5,854
419	0.28	0	0.00	419	498	0.24	-79	Holiday	2,427	0.10	0	0.00	2,427	2,342	0.09	86
0	0.00	458	0.22	-458	1,257	0.61	-1,257	Bonus/Incentive Pay	4,016	0.17	5,042	0.19	-1,025	5,017	0.19	-1,001
10,787	7.15	10,662	5.19	125	12,069	5.82	-1,282	Total P/R & R/B- A&G	108,598	4.69	116,885	4.32	-8,287	115,840	4.37	-7,243
Operating Expenses- A&G																
20	0.01	350	0.17	-330	334	0.16	-314	Employee Relations	1,291	0.06	4,650	0.17	-3,359	4,450	0.17	-3,159
2,000	1.33	2,000	0.97	0	2,011	0.97	-11	Accounting Fees	22,000	0.95	22,000	0.81	0	22,011	0.83	-11
2,249	1.49	825	0.40	1,424	1,582	0.76	668	Data Processing	10,685	0.46	10,510	0.39	175	10,177	0.38	508
120	0.08	432	0.21	-312	381	0.18	-261	Office Supplies	3,193	0.14	4,086	0.15	-893	4,180	0.16	-987
76	0.05	76	0.04	0	76	0.04	0	Muzak	684	0.03	836	0.03	-152	835	0.03	-151
0	0.00	270	0.13	-270	46	0.02	-46	Travel & Lodging	1,399	0.06	3,970	0.15	-2,571	4,575	0.17	-3,176
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	34	0.00	-34
0	0.00	52	0.03	-52	65	0.03	-65	Telephone	147	0.01	574	0.02	-427	558	0.02	-411
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	3,640	0.16	2,379	0.09	1,261	2,469	0.09	1,171
26	0.02	50	0.02	-24	42	0.02	-16	Postage	551	0.02	685	0.03	-134	755	0.03	-204
0	0.00	0	0.00	0	0	0.00	0	Recruitment	779	0.03	828	0.03	-49	1,380	0.05	-601
0	0.00	135	0.07	-135	114	0.06	-114	Employment Screening/ Drug Testing	827	0.04	1,485	0.05	-658	1,162	0.04	-334
0	0.00	75	0.04	-75	31	0.01	-31	Training	1,302	0.06	2,425	0.09	-1,123	2,791	0.11	-1,488
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	148	0.01	0	0.00	148	0	0.00	148
0	0.00	0	0.00	0	402	0.19	-402	Security Service	803	0.03	2,079	0.08	-1,276	1,291	0.05	-488
135	0.09	165	0.08	-30	210	0.10	-75	Dues/Subscriptions	1,382	0.06	1,865	0.07	-483	2,770	0.10	-1,388
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	29	0.00	-29
500	0.33	5,407	2.63	-4,907	5,435	2.62	-4,936	Credit Card Commissions	55,726	2.40	71,182	2.63	-15,456	68,974	2.60	-13,248
3	0.00	0	0.00	3	0	0.00	3	Cash Over/Short	-31	0.00	0	0.00	-31	-165	-0.01	134
34	0.02	30	0.01	4	31	0.01	3	Equipment Rental	371	0.02	330	0.01	41	382	0.01	-11
665	0.44	435	0.21	230	657	0.32	8	Payroll Services	5,916	0.26	6,540	0.24	-624	6,737	0.25	-821
755	0.50	1,040	0.51	-285	843	0.41	-88	Bank Charges	10,794	0.47	11,440	0.42	-646	11,261	0.42	-467
482	0.32	0	0.00	482	-74	-0.04	556	Chargebacks	678	0.03	0	0.00	678	311	0.01	367
890	0.59	1,404	0.68	-514	1,487	0.72	-597	Workers Comp Insurance	11,258	0.49	17,198	0.64	-5,940	18,095	0.68	-6,837
7,955	5.27	12,746	6.20	-4,791	13,671	6.60	-5,716	Total Operating- A&G	133,543	5.76	165,062	6.10	-31,519	165,062	6.22	-31,519
18,742	12.42	23,408	11.39	-4,666	25,740	12.42	-6,998	Total Expenses- A&G	242,141	10.45	281,946	10.42	-39,805	280,903	10.59	-38,761

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,332	2.21	2,976	1.45	356	2,831	1.37	501	Director of Sales	28,351	1.22	32,969	1.22	-4,618	29,470	1.11	-1,119
0	0.00	0	0.00	0	18	0.01	-18	Sales Manager	33	0.00	0	0.00	33	110	0.00	-77
337	0.22	845	0.41	-509	717	0.35	-381	Revenue Management	4,799	0.21	9,298	0.34	-4,499	8,223	0.31	-3,424
0	0.00	172	0.08	-172	0	0.00	0	E Commerce Management	516	0.02	1,893	0.07	-1,377	0	0.00	516
130	0.09	974	0.47	-845	1,501	0.72	-1,372	Sales Coordinator	4,149	0.18	10,880	0.40	-6,731	14,604	0.55	-10,455
265	0.18	312	0.15	-47	355	0.17	-90	Payroll Taxes	2,755	0.12	3,453	0.13	-698	3,419	0.13	-664
350	0.23	706	0.34	-356	687	0.33	-337	Employee Benefits	5,222	0.23	7,766	0.29	-2,544	7,800	0.29	-2,578
100	0.07	0	0.00	100	0	0.00	100	Vacation / PTO	5,420	0.23	0	0.00	5,420	1,906	0.07	3,514
200	0.13	0	0.00	200	200	0.10	0	Holiday	1,109	0.05	0	0.00	1,109	911	0.03	199
0	0.00	142	0.07	-142	409	0.20	-409	Bonus/Incentive Pay	1,556	0.07	1,558	0.06	-2	1,442	0.05	115
4,713	3.12	6,127	2.98	-1,414	6,718	3.24	-2,005	Total P/R & R/B- Sales	53,911	2.33	67,817	2.51	-13,906	67,885	2.56	-13,974
Operating Expenses- Sales																
0	0.00	30	0.01	-30	0	0.00	0	Printing & Stationary	0	0.00	330	0.01	-330	107	0.00	-107
0	0.00	30	0.01	-30	143	0.07	-143	Office Supplies	0	0.00	330	0.01	-330	391	0.01	-391
0	0.00	50	0.02	-50	101	0.05	-101	Travel & Lodging	83	0.00	1,375	0.05	-1,292	1,668	0.06	-1,585
0	0.00	50	0.02	-50	0	0.00	0	Meals & Entertainment	8	0.00	750	0.03	-742	492	0.02	-484
0	0.00	300	0.15	-300	504	0.24	-504	Promotions	1,041	0.04	3,110	0.11	-2,069	2,632	0.10	-1,591
0	0.00	25	0.01	-25	0	0.00	0	Telephone	25	0.00	275	0.01	-250	250	0.01	-225
0	0.00	10	0.00	-10	0	0.00	0	Postage	0	0.00	110	0.00	-110	0	0.00	0
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	237	0.01	125	0.00	112	559	0.02	-322
0	0.00	515	0.25	-515	-63	-0.03	63	Dues & Subscriptions	2,768	0.12	4,430	0.16	-1,662	2,641	0.10	128
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	1,800	0.08	2,100	0.08	-300	2,100	0.08	-300
0	0.00	200	0.10	-200	200	0.10	-200	e Commerce Costs	814	0.04	2,200	0.08	-1,386	1,985	0.07	-1,171
256	0.17	384	0.19	-128	432	0.21	-176	Brand Paid Search	4,647	0.20	3,632	0.13	1,015	4,351	0.16	296
0	0.00	200	0.10	-200	0	0.00	0	Internet Advertising	600	0.03	3,300	0.12	-2,700	464	0.02	136
0	0.00	100	0.05	-100	0	0.00	0	Collateral	0	0.00	500	0.02	-500	0	0.00	0
256	0.17	1,894	0.92	-1,638	1,325	0.64	-1,069	Total Operating- Sales	12,024	0.52	22,867	0.85	-10,843	17,661	0.67	-5,637
4,969	3.29	8,020	3.90	-3,052	8,043	3.88	-3,074	Total Expenses-Sales	65,935	2.85	90,684	3.35	-24,749	85,546	3.23	-19,611

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
1,318	0.74	2,496	1.04	-1,178	2,259	0.94	-941	Chief Engineer	7,133	0.34	27,132	1.20	-19,999	24,887	1.11	-17,753
4,234	2.38	3,357	1.40	877	1,637	0.68	2,598	General Maintenance	38,521	1.83	37,487	1.65	1,034	26,891	1.20	11,630
368	0.21	410	0.17	-42	288	0.12	80	Payroll Taxes	3,464	0.16	4,523	0.20	-1,060	4,070	0.18	-607
-13	-0.01	561	0.23	-574	644	0.27	-657	Employee Benefits	1,745	0.08	6,171	0.27	-4,426	5,938	0.27	-4,193
190	0.11	0	0.00	190	161	0.07	29	Holiday	1,051	0.05	0	0.00	1,051	947	0.04	104
100	0.06	0	0.00	100	197	0.08	-97	Vacation /PTO	1,496	0.07	0	0.00	1,496	1,954	0.09	-458
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.02	-375
6,196	3.48	6,824	2.85	-627	5,186	2.16	1,011	Total P/R & Related Expenses- Maintenance	53,410	2.54	75,313	3.32	-21,904	65,061	2.91	-11,651
Operating Expenses- R & M																
0	0.00	48	0.02	-48	230	0.10	-230	Laundry Equipment	120	0.01	454	0.02	-334	347	0.02	-227
0	0.00	168	0.07	-168	343	0.14	-343	Building Maintenance	3,277	0.16	1,589	0.07	1,688	1,296	0.06	1,981
11	0.01	216	0.09	-205	72	0.03	-62	Light Bulbs	1,292	0.06	2,043	0.09	-751	2,185	0.10	-893
0	0.00	96	0.04	-96	78	0.03	-78	Electrical & Mechanical	280	0.01	908	0.04	-628	500	0.02	-220
28	0.02	168	0.07	-139	128	0.05	-100	HVAC	884	0.04	1,589	0.07	-705	759	0.03	126
11	0.01	192	0.08	-181	72	0.03	-61	Plumbing & Boiler	1,046	0.05	1,816	0.08	-770	197	0.01	849
275	0.15	325	0.14	-50	275	0.11	0	Pool	2,917	0.14	3,575	0.16	-658	3,047	0.14	-129
1,008	0.57	1,000	0.42	8	1,611	0.67	-603	Grounds & Landscaping	10,017	0.48	11,000	0.48	-983	13,079	0.59	-3,062
0	0.00	72	0.03	-72	0	0.00	0	Furniture & Fixtures	22	0.00	681	0.03	-659	957	0.04	-935
19	0.01	48	0.02	-29	0	0.00	19	Painting	161	0.01	454	0.02	-293	91	0.00	70
0	0.00	250	0.10	-250	0	0.00	0	Carpet & Floor	723	0.03	4,250	0.19	-3,527	3,079	0.14	-2,356
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	434	0.02	0	0.00	434	585	0.03	-151
19	0.01	0	0.00	19	0	0.00	19	Locks & Keys	51	0.00	1,000	0.04	-949	22	0.00	29
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	-350	-0.02	0	0.00	-350	11	0.00	-361
248	0.14	397	0.17	-148	882	0.37	-633	Exterminating	3,673	0.17	4,363	0.19	-690	7,267	0.33	-3,593
1,455	0.82	1,405	0.59	50	305	0.13	1,150	Fire & Safety	3,809	0.18	2,830	0.12	979	5,018	0.22	-1,209
1,197	0.67	1,171	0.49	26	1,649	0.69	-451	Elevator	6,773	0.32	5,486	0.24	1,288	5,505	0.25	1,269
4,271	2.40	5,555	2.32	-1,284	5,643	2.35	-1,372	Total Operating - R & M	35,130	1.67	42,038	1.85	-6,908	43,944	1.97	-8,814
10,468	5.88	12,379	5.16	-1,911	10,829	4.52	-361	Total Expenses- R & M	88,539	4.20	117,351	5.17	-28,812	109,004	4.88	-20,465

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,331	3.55	6,476	2.70	-145	6,323	2.64		8 Electricity	70,947	3.37	77,059	3.39	-6,112	75,201	3.37	-4,254
1,803	1.01	2,542	1.06	-739	1,802	0.75		1 Gas	15,878	0.75	22,546	0.99	-6,668	19,257	0.86	-3,379
3,158	1.77	3,555	1.48	-397	3,156	1.32		2 Water & Sewer	31,313	1.49	36,243	1.60	-4,930	37,897	1.70	-6,584
816	0.46	1,161	0.48	-345	1,142	0.48		-326 Waste Removal	13,195	0.63	12,771	0.56	424	12,904	0.58	291
12,108	6.80	13,734	5.73	-1,626	12,422	5.18	-314	Total Expenses- Utilities	131,333	6.24	148,619	6.55	-17,286	145,260	6.50	-13,927

12/11/2020 at 7:24:16 AM

Page 17 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,356	5.63	10,131	5.00	-1,776	10,121	5.00	-1,766	Franchise Fees/ Royalties	115,859	5.08	133,883	5.01	-18,025	130,638	5.00	-14,779
7,529	5.07	12,829	6.34	-5,301	9,603	4.74	-2,074	Advertising	104,963	4.60	121,445	4.55	-16,482	120,499	4.61	-15,536
1,150	0.77	2,344	1.16	-1,194	816	0.40	334	Frequent Traveler	22,176	0.97	33,660	1.26	-11,485	29,637	1.13	-7,461
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	138	0.01	0	0.00	138	0	0.00	138
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	3,426	0.15	2,334	0.09	1,092	1,531	0.06	1,895
17,034	11.47	25,305	12.50	-8,270	20,541	10.15	-3,506	Total Franchise Fees Expense	246,561	10.81	291,323	10.91	-44,762	282,304	10.81	-35,744

12/11/2020 at 7:24:16 AM

Page 18 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,771	2.50	5,140	2.50	-1,369	5,181	2.50	-1,410	Management Fees	57,927	2.50	67,663	2.50	-9,736	66,313	2.50	-8,386
4,236	2.81	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,220	0.66	0	0.00	15,220	0	0.00	15,220
8,007	5.31	5,140	2.50	2,867	5,181	2.50	2,826	Total Management Fees Expense	73,147	3.16	67,663	2.50	5,484	66,313	2.50	6,834

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
29,204	19.36	29,204	14.21	0	28,423	13.72	782	Ground Lease	315,777	13.63	314,215	11.61	1,563	306,566	11.56	9,212
5,708	3.78	8,224	4.00	-2,515	5,708	2.75	0	FF & E Reserve	62,790	2.71	108,261	4.00	-45,471	85,062	3.21	-22,272
7,844	5.20	7,844	3.82	0	7,440	3.59	404	Real Estate Tax	86,286	3.72	86,286	3.19	0	81,844	3.09	4,442
1,363	0.90	1,363	0.66	0	1,843	0.89	-480	Personal Property Tax	14,995	0.65	14,995	0.55	0	13,357	0.50	1,638
4,713	3.12	4,282	2.08	431	4,089	1.97	623	Insurance	49,879	2.15	48,859	1.81	1,020	46,761	1.76	3,118
48,833	32.37	50,917	24.78	-2,085	47,504	22.92	1,329	TOTAL FIXED EXPENSES	529,727	22.86	572,615	21.17	-42,888	533,590	20.12	-3,863

12/11/2020 at 7:24:16 AM

Page 20 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
8	0.01	0	0.00	8	0	0.00	8	Penalties & Interest	8	0.00	0	0.00	8	0	0.00	8
0	0.00	0	0.00	0	10,898	5.26	-10,898	Owners Expense	27,093	1.17	0	0.00	27,093	23,118	0.87	3,975
37,607	24.93	0	0.00	37,607	37,607	18.15	0	Depreciation	413,677	17.85	0	0.00	413,677	413,677	15.60	0
2,282	1.51	0	0.00	2,282	2,282	1.10	0	Amortization Expense	25,102	1.08	0	0.00	25,102	25,102	0.95	0
21,100	13.99	21,100	10.27	0	20,969	10.12	131	Interest Expense	231,788	10.00	232,097	8.58	-308	233,765	8.81	-1,977
0	0.00	2,056	1.00	-2,056	2,072	1.00	-2,072	Asset Management Fee	9,488	0.41	27,065	1.00	-17,577	26,520	1.00	-17,032
0	0.00	0	0.00	0	7,046	3.40	-7,046	Extraordinary Expenses	10,982	0.47	0	0.00	10,982	20,844	0.79	-9,862
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-16,218	-0.61	16,218
1,847		0		1,847	0		1,847	Ground Lease Tax	16,627		0		16,627	0		16,627
62,844	41.66	23,156	11.27	39,689	80,874	39.03	-18,030	Total Other	734,765	31.71	259,162	9.58	475,603	726,809	27.41	7,957

12/11/2020 at 7:24:16 AM

Page 21 of 22

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,480		3,480		0	3,480		0	Total Rooms Available	38,860		38,860		0	38,744		116
1,546		2,658		-1,112	2,658		-1,112	Total Rooms Sold	13,385		29,879		-16,494	29,016		-15,631
44.43%		76.38%		-31.95%	76.38%		-31.95%	Occupancy %	34.44%		76.89%		-42.44%	74.89%		-40.45%
65.90		110.55		-44.65	115.95		-50.05	Average Rate	97.35		110.42		-13.08	111.02		-13.67
29.28		84.44		-55.16	88.56		-59.29	REVPAR	33.53		84.90		-51.37	83.15		-49.61
REVENUES																
101,878	99.04	293,848	98.51	-191,970	308,194	98.04	-206,316	ROOMS	1,302,984	98.75	3,299,361	98.52	-1,996,377	3,221,372	98.54	-1,918,389
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
987	0.96	4,438	1.49	-3,451	6,148	1.96	-5,161	MISCELLANEOUS	16,461	1.25	49,688	1.48	-33,227	47,826	1.46	-31,365
102,866	100.00	298,286	100.00	-195,420	314,342	100.00	-211,476	TOTAL REVENUES	1,319,445	100.00	3,349,050	100.00	-2,029,605	3,269,199	100.00	-1,949,754
DEPARTMENT EXPENSES																
27,802	27.29	69,722	23.73	-41,920	64,434	20.91	-36,632	ROOMS EXPENSE	333,160	25.57	784,094	23.77	-450,934	729,074	22.63	-395,914
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
219	22.21	2,257	50.85	-2,038	1,782	28.99	-1,563	MISCELLANEOUS EXPENSE	7,303	44.37	25,338	50.99	-18,035	23,822	49.81	-16,519
28,021	27.24	71,979	24.13	-43,958	66,216	21.06	-38,194	TOTAL DEPARTMENTAL EXPENSES	340,463	25.80	809,432	24.17	-468,968	752,895	23.03	-412,432
DEPARTMENTAL PROFIT																
74,076	72.71	224,126	76.27	-150,050	243,760	79.09	-169,684	ROOMS PROFIT	969,824	74.43	2,515,267	76.23	-1,545,444	2,492,299	77.37	-1,522,475
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
768	77.79	2,181	49.15	-1,413	4,366	71.01	-3,598	MISCELLANEOUS PROFIT	9,158	55.63	24,351	49.01	-15,193	24,005	50.19	-14,847
74,844	72.76	226,307	75.87	-151,463	248,126	78.94	-173,282	TOTAL DEPARTMENTAL PROFIT	978,982	74.20	2,539,618	75.83	-1,560,636	2,516,303	76.97	-1,537,322
9,192	8.94	27,476	9.21	-18,284	27,882	8.87	-18,690	A & G EXPENSE	202,786	15.37	318,455	9.51	-115,669	319,541	9.77	-116,756
1,747	1.70	1,847	0.62	-100	1,474	0.47	273	TELECOM	17,691	1.34	20,275	0.61	-2,584	18,614	0.57	-923
7,085	6.89	9,980	3.35	-2,894	10,702	3.40	-3,617	SALES & MARKETING EXPENSES	73,377	5.56	120,752	3.61	-47,375	114,495	3.50	-41,118
12,269	11.93	30,811	10.33	-18,542	35,298	11.23	-23,029	FRANCHISE FEES	149,263	11.31	347,902	10.39	-198,639	343,001	10.49	-193,738
6,954	6.76	13,607	4.56	-6,654	13,779	4.38	-6,825	MAINTENANCE EXPENSES	92,857	7.04	160,434	4.79	-67,577	159,309	4.87	-66,451
8,884	8.64	11,603	3.89	-2,719	12,481	3.97	-3,596	UTILITIES EXPENSE	98,737	7.48	137,825	4.12	-39,088	126,665	3.87	-27,928
46,131	44.85	95,325	31.96	-49,194	101,615	32.33	-55,485	TOTAL ADMIN EXPENSES	634,711	48.10	1,105,644	33.01	-470,932	1,081,625	33.09	-446,914
28,713	27.91	130,982	43.91	-102,269	146,511	46.61	-117,797	HOUSE PROFIT	344,270	26.09	1,433,974	42.82	-1,089,704	1,434,678	43.88	-1,090,408

FIXED EXPENSES																
6,807	6.62	7,462	2.50	-655	7,859	2.50	-1,052	MANAGEMENT FEES	48,198	3.65	83,779	2.50	-35,581	81,737	2.50	-33,539
62,188	60.46	62,499	20.95	-311	60,472	19.24	1,716	FIXED EXPENSES	677,959	51.38	668,049	19.95	9,910	665,592	20.36	12,368
-40,281	-39.16	61,022	20.46	-101,303	78,179	24.87	-118,461	NET OPERATING INCOME	-381,887	-28.94	682,147	20.37	-1,064,033	687,350	21.03	-1,069,236
97,835	95.11	34,028	11.41	63,807	111,938	35.61	-14,103	Other	1,117,575	84.70	374,987	11.20	742,588	1,111,092	33.99	6,482
-138,116	-134.27	26,994	9.05	-165,110	-33,759	-10.74	-104,357	N.I. after Other	-1,499,461	-113.64	307,160	9.17	-1,806,621	-423,743	-12.96	-1,075,718
-72,967		26,994		-99,961	31,390		-104,357	Cash before Depreciation/Amortization	-782,822		307,160		-1,089,982	292,896		-1,075,718

12/11/2020 at 7:55:24 AM

Page 1 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
42,851	42.06	104,832	35.68	-61,981	107,218	34.79	-64,368	Rack/ Premium	422,159	32.40	1,159,714	35.15	-737,555	1,010,851	31.38	-588,692
47,113	46.24	114,826	39.08	-67,713	96,178	31.21	-49,065	Discounts - Other	483,245	37.09	979,243	29.68	-495,998	1,082,442	33.60	-599,198
258	0.25	23,816	8.10	-23,558	23,511	7.63	-23,253	Government	53,345	4.09	171,293	5.19	-117,948	201,750	6.26	-148,405
9,210	9.04	25,357	8.63	-16,147	25,305	8.21	-16,095	Locally Negotiated Rate	196,587	15.09	424,577	12.87	-227,990	504,789	15.67	-308,201
0	0.00	6,598	2.25	-6,598	6,602	2.14	-6,602	Redemption Revenue	18,879	1.45	82,342	2.50	-63,463	84,553	2.62	-65,674
99,431	97.60	275,428	93.73	-175,997	258,814	83.98	-159,382	Total Transient Revenue	1,174,215	90.12	2,817,169	85.39	-1,642,955	2,884,385	89.54	-1,710,170
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
2,600	2.55	18,420	6.27	-15,820	47,932	15.55	-45,332	Group- Corporate	122,707	9.42	482,192	14.61	-359,485	324,169	10.06	-201,462
2,600	2.55	18,420	6.27	-15,820	47,932	15.55	-45,332	Total Group Revenue	122,707	9.42	482,192	14.61	-359,485	324,169	10.06	-201,462
-153	-0.15	0	0.00	-153	1,448	0.47	-1,601	Guaranteed No-Show	6,062	0.47	0	0.00	6,062	12,819	0.40	-6,756
101,878	100.00	293,848	100.00	-191,970	308,194	100.00	-206,316	Total Rooms Revenue	1,302,984	100.00	3,299,361	100.00	-1,996,377	3,221,372	100.00	-1,918,389
ROOM STATISTICS																
546	35	771	29	-225	762	29	-216	Rack/ Premium Rooms	3,339	25	8,441	28	-5,102	7,270	25	-3,931
817	53	1,276	48	-459	1,036	39	-219	Discounts - Other Rooms	6,266	47	10,826	36	-4,560	12,089	42	-5,823
2	0	186	7	-184	183	7	-181	Government Rooms	347	3	1,290	4	-943	1,520	5	-1,173
141	9	239	9	-98	238	9	-97	Locally Negotiated Corporate Rooms	2,213	17	4,461	15	-2,248	5,212	18	-2,999
1,506	97	2,472	93	-966	2,219	83	-713	Total Transient Stats	12,165	91	25,018	84	-12,853	26,091	90	-13,926
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
40	3	186	7	-146	439	17	-399	Group- Corporate Rooms	1,220	9	4,861	16	-3,641	2,925	10	-1,705
40	3	186	7	-146	439	17	-399	Total Group Stats	1,220	9	4,861	16	-3,641	2,925	10	-1,705
1,546	100	2,658	100	-1,112	2,658	100	-1,112	TOTAL ROOM STATISTICS	13,385	100	29,879	100	-16,494	29,016	100	-15,631
Other Room Stats																
0	0	0	0	0	1	0	-1	Comp Rooms	2	0	0	0	2	5	0	-3
42	3	0	0	42	44	2	-2	GNS Stats	287	2	0	0	287	184	1	103
168	11	0	0	168	11	0	157	Out of Order Rooms	736	5	0	0	736	46	0	690
2,822	183	0	0	2,822	4,402	166	-1,580	# of Guests	22,573	169	0	0	22,573	47,762	165	-25,189

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
78.48		136.00		-57.52	140.71		-62.23	Rack/Premium ADR	126.43		137.40		-10.96	139.04		-12.61
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
57.67		90.00		-32.33	92.84		-35.17	Discount ADR	77.12		90.45		-13.33	89.54		-12.42
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
129.00		128.00		1.00	128.48		0.52	Government ADR	153.73		132.74		20.99	132.73		21.00
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
65.32		106.00		-40.68	106.32		-41.00	Local Negotiated ADR	88.83		95.18		-6.35	96.85		-8.02
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
66.02		111.42		-45.40	116.64		-50.61	Total Transient ADR	96.52		112.61		-16.08	110.55		-14.03
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
65.00		99.00		-34.00	109.18		-44.18	Group - Corporate ADR	100.58		99.19		1.39	110.83		-10.25
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
65.00		99.00		-34.00	109.18		-44.18	Total Group ADR	100.58		99.19		1.39	110.83		-10.25

12/11/2020 at 7:55:24 AM

Page 3 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,809	1.82	6,675	2.51	-3,866	4,268	1.61	-1,459	FD/ Guest Service Reps	30,925	2.31	74,582	2.50	-43,657	51,547	1.78	-20,622
0	0.00	3,346	1.26	-3,346	3,257	1.23	-3,257	Executive Housekeeper	19,282	1.44	37,261	1.25	-17,979	34,775	1.20	-15,492
0	0.00	2,215	0.83	-2,215	1,974	0.74	-1,974	Asst Exec Housekeeper/ Inspectress	4,191	0.31	24,751	0.83	-20,560	21,262	0.73	-17,071
0	0.00	12,183	4.58	-12,183	605	0.23	-605	Housekeepers	127	0.01	136,121	4.56	-135,994	8,309	0.29	-8,182
0	0.00	5,360	2.02	-5,360	-129	-0.05	129	Housemen	931	0.07	59,896	2.00	-58,965	1,943	0.07	-1,012
0	0.00	3,898	1.47	-3,898	1,618	0.61	-1,618	Laundry	1,533	0.11	43,560	1.46	-42,027	11,917	0.41	-10,385
0	0.00	2,640	0.99	-2,640	1,251	0.47	-1,251	Comp Breakfast Hostess	3,555	0.27	29,480	0.99	-25,925	15,342	0.53	-11,787
3,027	1.96	3,000	1.13	27	4,349	1.64	-1,321	Night Audit	29,772	2.22	33,500	1.12	-3,728	31,927	1.10	-2,154
483	0.31	1,979	0.74	-1,497	1,334	0.50	-852	Payroll Taxes	7,678	0.57	22,181	0.74	-14,504	14,590	0.50	-6,912
82	0.05	789	0.30	-707	955	0.36	-873	Employee Benefits	7,705	0.58	8,679	0.29	-974	8,747	0.30	-1,042
264	0.17	133	0.05	131	0	0.00	264	Vacation /PTO	11,946	0.89	1,494	0.05	10,452	1,245	0.04	10,701
187	0.12	0	0.00	187	688	0.26	-501	Holiday	1,879	0.14	1,490	0.05	389	3,274	0.11	-1,395
0	0.00	133	0.05	-133	0	0.00	0	Bonus/Incentive Pay	928	0.07	1,494	0.05	-566	1,630	0.06	-703
1,668	1.08	0	0.00	1,668	4,166	1.57	-2,498	Contract Labor - FD/Guest Service Reps	6,451	0.48	0	0.00	6,451	21,218	0.73	-14,767
6,571	4.25	0	0.00	6,571	7,508	2.82	-936	Contract Labor - Housekeepers	63,554	4.75	0	0.00	63,554	133,879	4.61	-70,325
1,151	0.74	0	0.00	1,151	1,613	0.61	-462	Contract Labor - Houseperson	7,547	0.56	0	0.00	7,547	26,013	0.90	-18,466
882	0.57	0	0.00	882	2,807	1.06	-1,925	Contract Labor - Laundry	9,902	0.74	0	0.00	9,902	36,649	1.26	-26,747
0	0.00	0	0.00	0	984	0.37	-984	Contract Labor - Comp Breakfast Host	3,439	0.26	0	0.00	3,439	11,094	0.38	-7,655
17,125	11.08	42,351	15.93	-25,226	37,249	14.01	-20,124	Total P/R & R/Benefits- Rooms	211,345	15.79	474,490	15.88	-263,145	435,360	15.00	-224,016
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	133	0.05	-133	0	0.00	0	Newspapers	481	0.04	1,494	0.05	-1,013	1,382	0.05	-901
4,723	3.05	13,423	5.05	-8,700	11,808	4.44	-7,086	Comp Breakfast	43,471	3.25	150,889	5.05	-107,418	146,008	5.03	-102,537
0	0.00	56	0.02	-56	0	0.00	0	Comp Breakfast- Equipment	796	0.06	1,544	0.05	-748	534	0.02	262
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	34	0.00	-34
11	0.01	27	0.01	-15	0	0.00	11	Guest Transportation	38	0.00	299	0.01	-261	38	0.00	0
0	0.00	292	0.11	-292	233	0.09	-233	Laundry Supplies	1,458	0.11	3,287	0.11	-1,828	2,398	0.08	-939
279	0.18	1,302	0.49	-1,023	1,533	0.58	-1,254	Linen Supplies	4,155	0.31	14,641	0.49	-10,486	11,214	0.39	-7,059
1,808	1.17	1,645	0.62	163	1,818	0.68	-10	Cable TV	18,165	1.36	18,095	0.61	70	20,079	0.69	-1,914
261	0.17	261	0.10	0	261	0.10	0	HSIA Support	4,826	0.36	2,871	0.10	1,955	4,025	0.14	801
444	0.29	771	0.29	-327	525	0.20	-82	Reservations Expense	4,272	0.32	8,665	0.29	-4,393	7,870	0.27	-3,598
1,035	0.67	2,924	1.10	-1,888	2,401	0.90	-1,366	Guest Room Supplies	15,272	1.14	32,867	1.10	-17,595	30,069	1.04	-14,797
536	0.35	1,010	0.38	-474	561	0.21	-25	Cleaning Supplies	4,244	0.32	11,354	0.38	-7,110	10,790	0.37	-6,546
182	0.12	551	0.21	-369	444	0.17	-262	Ecolab Core Supplies	3,038	0.23	6,004	0.20	-2,966	6,319	0.22	-3,282
1,244	0.80	4,705	1.77	-3,461	5,008	1.88	-3,764	Travel Agents Commission	18,667	1.39	52,886	1.77	-34,219	46,480	1.60	-27,813
116	0.07	139	0.05	-24	323	0.12	-207	Uniforms	926	0.07	3,215	0.11	-2,289	1,117	0.04	-191
0	0.00	133	0.05	-133	2,268	0.85	-2,268	Walk Expense	302	0.02	1,494	0.05	-1,192	5,356	0.18	-5,054
39	0.03	0	0.00	39	0	0.00	39	COVID 19 Supplies	1,706	0.13	0	0.00	1,706	0	0.00	1,706
10,678	6.91	27,371	10.30	-16,694	27,185	10.23	-16,507	Total Operating - Rooms	121,815	9.10	309,604	10.36	-187,789	293,713	10.12	-171,898

27,802	17.98	69,722	26.23	-41,920	64,434	24.24	-36,632	Total Expenses- Rooms	333,160	24.89	784,094	26.24	-450,934	729,074	25.13	-395,914
74,076	47.91	224,126	84.32	-150,050	243,760	91.71	-169,684	Net Income- Rooms	969,824	72.46	2,515,267	84.18	-1,545,444	2,492,299	85.89	-1,522,475

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)
 For Property: Fairfield Inn & Suites Orlando (Capstone)
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:55:24 AM

Page 7 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:55:24 AM

Page 9 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)
For Property: Fairfield Inn & Suites Orlando (Capstone)
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	12	0.00	0	0.00	12	7	0.00	5
0	0.00	53	0.00	-53	14	0.00	-14	Long Distance	35	0.00	598	0.00	-562	363	0.00	-328
0	0.00	133	0.00	-133	230	0.00	-230	Internet Access Fees	1,198	0.00	1,494	0.00	-296	1,257	0.00	-59
0	0.00	186	0.00	-186	244	0.00	-244	Total Phone Revenues	1,245	0.00	2,092	0.00	-846	1,628	0.00	-382
COS- Communication																
0	0.00	660	0.22	-660	0	0.00	0	COS-Local	0	0.00	7,260	0.22	-7,260	6,597	0.20	-6,597
674	0.00	30	56.43	644	660	4,673.94	14	COS-Long Distance	7,287	20,602.26	330	55.22	6,957	532	146.40	6,756
973	0.00	1,183	890.39	-210	959	416.50	14	COS-HSIA ISP	10,704	893.59	13,017	871.29	-2,312	12,163	967.36	-1,459
1,647	0.00	1,873	0.00	-226	1,619	0.00	28	Total COS- Comm	17,991	0.00	20,607	0.00	-2,615	19,292	0.00	-1,300
-1,647	0.00	-1,687	0.00	40	-1,374	0.00	-273	Gross Margin- Comm	-16,746	0.00	-18,515	0.00	1,769	-17,664	0.00	918
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	945	0.00	1,100	0.00	-155	400	0.00	545
0	0.00	60	0.00	-60	0	0.00	0	Equipment Maintenance	0	0.00	660	0.00	-660	550	0.00	-550
100	0.00	160	0.00	-60	100	0.00	0	Total Operating - Comm	945	0.00	1,760	0.00	-815	950	0.00	-5
1,747	0.00	1,847	0.00	-100	1,474	0.00	273	N.I.- Comm Dept	17,691	0.00	20,275	0.00	-2,584	18,614	0.00	-923

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	88	1.98	-88	16	0.26	-16	Laundry/Valet	48	0.29	968	1.95	-920	904	1.89	-856
0	0.00	75	1.69	-75	89	1.45	-89	Movie Income	434	2.64	825	1.66	-391	1,138	2.38	-704
153	15.50	213	4.79	-60	0	0.00	153	Vending	1,151	6.99	2,390	4.81	-1,239	2,204	4.61	-1,053
0	0.00	0	0.00	0	10	0.17	-10	Sundry Sales	0	0.00	0	0.00	0	35	0.07	-35
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	200	0.42	-200
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	0	0.00	0	0.00	0	118	0.25	-118
205	20.74	500	11.27	-295	3,352	54.53	-3,148	Late Cancellation Income	3,589	21.81	5,500	11.07	-1,911	7,633	15.96	-4,043
0	0.00	100	2.25	-100	0	0.00	0	Smoking Fee	850	5.16	1,100	2.21	-250	773	1.62	77
0	0.00	60	1.35	-60	60	0.98	-60	Tax Discounts Earned	323	1.96	660	1.33	-337	570	1.19	-247
0	0.00	1,063	23.96	-1,063	936	15.22	-936	Room Service	2,034	12.35	11,952	24.05	-9,918	11,570	24.19	-9,536
629	63.76	2,339	52.71	-1,710	1,685	27.40	-1,055	Market Sales	8,032	48.79	26,294	52.92	-18,262	22,682	47.43	-14,650
987	100.00	4,438	100.00	-3,451	6,148	100.00	-5,161	Total Miscellaneous Revenues	16,461	100.00	49,688	100.00	-33,227	47,826	100.00	-31,365
COSales- Miscellaneous																
0	0.00	70	80.00	-70	13	80.00	-13	COS-Laundry/Valet	38	80.00	774	80.00	-736	686	75.90	-648
51	5.13	60	1.35	-9	0	0.00	51	COS-Movies	642	3.90	660	1.33	-18	976	2.04	-335
0	0.00	0	0.00	0	0	0.00	0	COS-Gift Shop	0	0.00	0	0.00	0	0	0.00	0
0	0.00	957	21.56	-957	842	13.70	-842	COS- Room Service	1,958	11.89	10,756	21.65	-8,799	10,312	21.56	-8,354
169	26.78	1,170	50.00	-1,001	927	55.04	-759	COS- Market	4,665	58.08	13,147	50.00	-8,482	11,847	52.23	-7,182
219	22.21	2,257	50.85	-2,038	1,782	28.99	-1,563	Total COS- Miscellaneous	7,303	44.37	25,338	50.99	-18,035	23,822	49.81	-16,519
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
768	77.79	2,181	49.15	-1,413	4,366	71.01	-3,598	Total Miscellaneous Profit	9,158	55.63	24,351	49.01	-15,193	24,005	50.19	-14,847

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,095	3.98	6,390	2.14	-2,295	5,350	1.70	-1,255	General Manager	38,430	2.91	71,142	2.12	-32,712	68,920	2.11	-30,490
0	0.00	4,064	1.36	-4,064	3,956	1.26	-3,956	Assistant General Manager	32,562	2.47	45,256	1.35	-12,694	36,830	1.13	-4,267
335	0.33	798	0.27	-463	871	0.28	-536	Payroll Taxes	5,306	0.40	8,876	0.27	-3,570	8,377	0.26	-3,070
512	0.50	1,711	0.57	-1,199	1,516	0.48	-1,004	Employee Benefits	8,591	0.65	18,821	0.56	-10,230	17,256	0.53	-8,665
212	0.21	0	0.00	212	871	0.28	-659	Vacation /PTO	5,878	0.45	0	0.00	5,878	3,897	0.12	1,981
212	0.21	0	0.00	212	475	0.15	-263	Holiday	1,843	0.14	0	0.00	1,843	2,359	0.07	-517
0	0.00	625	0.21	-625	995	0.32	-995	Bonus/Incentive Pay	3,739	0.28	6,875	0.21	-3,136	5,726	0.18	-1,986
5,365	5.22	13,588	4.56	-8,223	14,034	4.46	-8,669	Total P/R & R/B- A&G	96,349	7.30	150,970	4.51	-54,620	143,365	4.39	-47,015
Operating Expenses- A&G																
20	0.02	350	0.12	-330	243	0.08	-223	Employee Relations	872	0.07	4,150	0.12	-3,278	3,537	0.11	-2,664
2,000	1.94	2,000	0.67	0	2,000	0.64	0	Accounting Fees	22,000	1.67	22,000	0.66	0	22,358	0.68	-358
1,374	1.34	610	0.20	764	1,970	0.63	-596	Data Processing	12,181	0.92	7,910	0.24	4,271	10,250	0.31	1,930
134	0.13	319	0.11	-185	375	0.12	-241	Office Supplies	1,747	0.13	3,585	0.11	-1,839	4,028	0.12	-2,281
45	0.04	50	0.02	-5	45	0.01	0	Muzak	429	0.03	550	0.02	-121	727	0.02	-298
0	0.00	200	0.07	-200	275	0.09	-275	Travel & Lodging	588	0.04	4,200	0.13	-3,612	5,233	0.16	-4,645
0	0.00	25	0.01	-25	23	0.01	-23	Meals and Entertainment	0	0.00	275	0.01	-275	492	0.02	-492
0	0.00	105	0.04	-105	105	0.03	-105	Telephone	247	0.02	1,155	0.03	-908	1,005	0.03	-758
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	4,691	0.36	4,740	0.14	-49	4,738	0.14	-47
10	0.01	106	0.04	-96	158	0.05	-147	Postage	403	0.03	1,195	0.04	-793	1,422	0.04	-1,020
0	0.00	0	0.00	0	0	0.00	0	Recruitment	829	0.06	905	0.03	-76	1,273	0.04	-445
0	0.00	114	0.04	-114	114	0.04	-114	Employment Screening/ Drug Testing	840	0.06	1,254	0.04	-414	1,357	0.04	-516
0	0.00	75	0.03	-75	32	0.01	-32	Training	734	0.06	2,125	0.06	-1,391	2,547	0.08	-1,813
135	0.13	160	0.05	-25	250	0.08	-115	Dues/Subscriptions	1,427	0.11	1,860	0.06	-433	3,847	0.12	-2,420
-1,330	-1.29	7,133	2.39	-8,463	7,328	2.33	-8,658	Credit Card Commissions	32,614	2.47	80,092	2.39	-47,478	78,686	2.41	-46,072
0	0.00	0	0.00	0	18	0.01	-18	Cash Over/Short	50	0.00	0	0.00	50	-516	-0.02	566
30	0.03	30	0.01	0	27	0.01	3	Equipment Rental	419	0.03	330	0.01	89	1,433	0.04	-1,015
140	0.14	418	0.14	-277	464	0.15	-324	Payroll Services	3,122	0.24	5,972	0.18	-2,850	4,578	0.14	-1,457
721	0.70	1,100	0.37	-379	850	0.27	-129	Bank Charges	9,978	0.76	12,100	0.36	-2,122	11,550	0.35	-1,571
-23	-0.02	0	0.00	-23	-1,489	-0.47	1,467	Chargebacks	5,488	0.42	0	0.00	5,488	5,911	0.18	-422
570	0.55	1,093	0.37	-523	1,062	0.34	-492	Workers Comp Insurance	7,778	0.59	13,087	0.39	-5,309	11,720	0.36	-3,942
3,827	3.72	13,888	4.66	-10,061	13,848	4.41	-10,021	Total Operating- A&G	106,436	8.07	167,485	5.00	-61,049	176,177	5.39	-69,740
9,192	8.94	27,476	9.21	-18,284	27,882	8.87	-18,690	Total Expenses- A&G	202,786	15.37	318,455	9.51	-115,669	319,541	9.77	-116,756

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	1,082	0.36	-1,082	1,097	0.35	-1,097	Director of Sales	6,582	0.50	11,918	0.36	-5,336	12,010	0.37	-5,428
3,082	3.00	3,705	1.24	-623	3,607	1.15	-525	Sales Manager	31,425	2.38	40,607	1.21	-9,182	37,715	1.15	-6,290
425	0.41	1,067	0.36	-642	897	0.29	-472	Revenue Management	6,060	0.46	11,735	0.35	-5,675	10,289	0.31	-4,228
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.06	-1,377	0	0.00	516
277	0.27	386	0.13	-108	396	0.13	-118	Payroll Taxes	3,106	0.24	4,234	0.13	-1,128	3,981	0.12	-875
0	0.00	607	0.20	-607	567	0.18	-567	Employee Benefits	706	0.05	6,677	0.20	-5,971	6,302	0.19	-5,595
338	0.33	0	0.00	338	0	0.00	338	Vacation / PTO	3,790	0.29	0	0.00	3,790	0	0.00	3,790
169	0.16	0	0.00	169	168	0.05	1	Holiday	1,014	0.08	0	0.00	1,014	827	0.03	188
0	0.00	425	0.14	-425	883	0.28	-883	Bonus/Incentive Pay	1,215	0.09	4,675	0.14	-3,460	4,188	0.13	-2,973
4,293	4.17	7,444	2.50	-3,151	7,614	2.42	-3,321	Total P/R & R/B- Sales	54,416	4.12	81,739	2.44	-27,324	75,312	2.30	-20,896
Operating Expenses- Sales																
0	0.00	0	0.00	0	108	0.03	-108	Printing & Stationary	0	0.00	0	0.00	0	108	0.00	-108
0	0.00	50	0.02	-50	25	0.01	-25	Office Supplies	21	0.00	650	0.02	-629	442	0.01	-420
18	0.02	60	0.02	-42	239	0.08	-221	Travel & Lodging	398	0.03	1,660	0.05	-1,262	1,789	0.05	-1,391
0	0.00	75	0.03	-75	90	0.03	-90	Meals & Entertainment	56	0.00	1,025	0.03	-969	753	0.02	-697
24	0.02	500	0.17	-476	666	0.21	-642	Promotions	370	0.03	3,450	0.10	-3,080	2,658	0.08	-2,289
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	0	0.00	550	0.02	-550	550	0.02	-550
0	0.00	50	0.02	-50	0	0.00	0	Postage	0	0.00	50	0.00	-50	0	0.00	0
0	0.00	25	0.01	-25	7	0.00	-7	Sales Training	532	0.04	525	0.02	7	566	0.02	-33
0	0.00	85	0.03	-85	699	0.22	-699	Dues & Subscriptions	8,876	0.67	10,300	0.31	-1,424	10,493	0.32	-1,616
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	144	0.05	-144	200	0.06	-200	e Commerce Costs	432	0.03	1,586	0.05	-1,154	1,985	0.06	-1,553
398	0.39	800	0.27	-402	1,003	0.32	-606	Brand Paid Search	3,177	0.24	8,415	0.25	-5,238	7,325	0.22	-4,148
0	0.00	697	0.23	-697	0	0.00	0	Internet Advertising	395	0.03	1,394	0.04	-999	4,495	0.14	-4,100
2,352	2.29	0	0.00	2,352	0	0.00	2,352	Program Costs	4,705	0.36	9,408	0.28	-4,704	8,000	0.24	-3,296
2,793	2.71	2,536	0.85	257	3,088	0.98	-295	Total Operating- Sales	18,962	1.44	39,013	1.16	-20,052	39,184	1.20	-20,222
7,085	6.89	9,980	3.35	-2,894	10,702	3.40	-3,617	Total Expenses-Sales	73,377	5.56	120,752	3.61	-47,375	114,495	3.50	-41,118

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,452	2.23	3,733	1.40	-281	3,634	1.37	-182	Chief Engineer	38,764	2.90	40,911	1.37	-2,147	37,815	1.30	949
0	0.00	0	0.00	0	3,050	1.15	-3,050	Asst Engineer	0	0.00	0	0.00	0	29,617	1.02	-29,617
0	0.00	3,275	1.23	-3,275	0	0.00	0	General Maintenance	8,964	0.67	36,579	1.22	-27,615	0	0.00	8,964
272	0.18	519	0.20	-247	509	0.19	-237	Payroll Taxes	3,901	0.29	5,734	0.19	-1,833	5,503	0.19	-1,602
482	0.31	385	0.14	97	125	0.05	357	Employee Benefits	5,797	0.43	4,235	0.14	1,562	1,314	0.05	4,483
170	0.11	0	0.00	170	367	0.14	-197	Holiday	1,123	0.08	0	0.00	1,123	1,532	0.05	-409
100	0.06	0	0.00	100	0	0.00	100	Vacation /PTO	3,660	0.27	0	0.00	3,660	1,865	0.06	1,796
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	2,937	0.10	-2,937
4,476	2.90	7,912	2.98	-3,435	7,686	2.89	-3,209	Total P/R & Related Expenses- Maintenance	62,209	4.65	87,459	2.93	-25,250	80,582	2.78	-18,373
Operating Expenses- R & M																
1,283	0.83	213	0.08	1,070	0	0.00	1,283	Laundry Equipment	1,453	0.11	2,390	0.08	-938	1,128	0.04	324
29	0.02	478	0.18	-450	863	0.32	-835	Building Maintenance	3,564	0.27	5,378	0.18	-1,814	5,282	0.18	-1,718
42	0.03	106	0.04	-64	76	0.03	-34	Light Bulbs	874	0.07	1,195	0.04	-322	1,263	0.04	-389
53	0.03	159	0.06	-107	11	0.00	42	Electrical & Mechanical	210	0.02	1,793	0.06	-1,582	684	0.02	-473
37	0.02	478	0.18	-441	755	0.28	-717	HVAC	2,417	0.18	5,378	0.18	-2,961	4,900	0.17	-2,483
63	0.04	266	0.10	-203	950	0.36	-887	Plumbing & Boiler	1,462	0.11	2,988	0.10	-1,526	2,966	0.10	-1,504
300	0.19	936	0.35	-636	925	0.35	-625	Pool	2,788	0.21	10,296	0.34	-7,508	14,132	0.49	-11,344
0	0.00	1,850	0.70	-1,850	994	0.37	-994	Grounds & Landscaping	4,053	0.30	15,670	0.52	-11,617	16,417	0.57	-12,364
0	0.00	0	0.00	0	0	0.00	0	Signage	202	0.02	0	0.00	202	928	0.03	-726
0	0.00	50	0.02	-50	0	0.00	0	Furniture & Fixtures	441	0.03	550	0.02	-109	2,167	0.07	-1,726
0	0.00	53	0.02	-53	3	0.00	-3	Painting	135	0.01	598	0.02	-462	974	0.03	-839
0	0.00	250	0.09	-250	0	0.00	0	Carpet & Floor	855	0.06	5,600	0.19	-4,745	3,028	0.10	-2,174
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	25	0.00	-25
0	0.00	53	0.02	-53	0	0.00	0	Telephone	37	0.00	598	0.02	-561	511	0.02	-474
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	0	0.00	0	0.00	0	156	0.01	-156
0	0.00	27	0.01	-27	0	0.00	0	Locks & Keys	-1,665	-0.12	299	0.01	-1,964	15	0.00	-1,680
0	0.00	28	0.01	-28	-322	-0.12	322	Radio & TV	316	0.02	798	0.03	-482	-215	-0.01	531
213	0.14	380	0.14	-167	1,198	0.45	-985	Exterminating	2,237	0.17	4,180	0.14	-1,944	5,006	0.17	-2,769
0	0.00	0	0.00	0	0	0.00	0	License & Permits	30	0.00	0	0.00	30	30	0.00	0
194	0.13	148	0.06	46	296	0.11	-102	Storage	1,877	0.14	1,628	0.05	249	1,776	0.06	102
264	0.17	95	0.04	169	346	0.13	-82	Fire & Safety	3,328	0.25	7,936	0.27	-4,609	10,378	0.36	-7,050
0	0.00	125	0.05	-125	0	0.00	0	Elevator	6,036	0.45	5,700	0.19	336	7,176	0.25	-1,139
2,477	1.60	5,696	2.14	-3,219	6,093	2.29	-3,616	Total Operating - R & M	30,648	2.29	72,975	2.44	-42,327	78,727	2.71	-48,078
6,954	4.50	13,607	5.12	-6,654	13,779	5.18	-6,825	Total Expenses- R & M	92,857	6.94	160,434	5.37	-67,577	159,309	5.49	-66,451

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,686	3.03	4,452	1.67	234	5,653	2.13	-967	Electricity	49,185	3.67	62,572	2.09	-13,387	58,292	2.01	-9,107
824	0.53	1,862	0.70	-1,038	1,230	0.46	-407	Gas	9,130	0.68	15,049	0.50	-5,919	14,502	0.50	-5,372
2,559	1.65	4,356	1.64	-1,797	4,476	1.68	-1,918	Water & Sewer	30,807	2.30	49,937	1.67	-19,130	43,656	1.50	-12,849
816	0.53	933	0.35	-117	1,121	0.42	-305	Waste Removal	9,615	0.72	10,267	0.34	-652	10,215	0.35	-600
8,884	5.75	11,603	4.37	-2,719	12,481	4.70	-3,596	Total Expenses- Utilities	98,737	7.38	137,825	4.61	-39,088	126,665	4.37	-27,928

12/11/2020 at 7:55:24 AM

Page 17 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,522	5.42	14,717	5.01	-9,195	15,409	5.00	-9,887	Franchise Fees/ Royalties	65,837	5.05	165,243	5.01	-99,406	161,026	5.00	-95,188
5,811	5.70	13,162	4.48	-7,351	13,781	4.47	-7,971	Advertising	68,105	5.23	147,776	4.48	-79,672	133,524	4.14	-65,420
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	13,636	0.42	-13,636
891	0.87	2,631	0.90	-1,740	6,107	1.98	-5,216	Frequent Traveler	13,860	1.06	29,580	0.90	-15,720	30,325	0.94	-16,465
0	0.00	300	0.10	-300	0	0.00	0	Brand Guest Fees	354	0.03	3,300	0.10	-2,947	1,725	0.05	-1,372
45	0.04	0	0.00	45	0	0.00	45	Other Franchise Cost	1,107	0.08	2,003	0.06	-895	2,765	0.09	-1,657
12,269	12.04	30,811	10.49	-18,542	35,298	11.45	-23,029	Total Franchise Fees Expense	149,263	11.46	347,902	10.54	-198,639	343,001	10.65	-193,738

12/11/2020 at 7:55:24 AM

Page 18 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,571	2.50	7,462	2.50	-4,891	7,859	2.50	-5,288	Management Fees	32,985	2.50	83,779	2.50	-50,793	81,737	2.50	-48,752
4,236	4.12	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,212	1.15	0	0.00	15,212	0	0.00	15,212
6,807	6.62	7,462	2.50	-655	7,859	2.50	-1,052	Total Management Fees Expense	48,198	3.65	83,779	2.50	-35,581	81,737	2.50	-33,539

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
28,131	27.35	28,131	9.43	0	27,378	8.71	753	Ground Lease	304,169	23.05	302,662	9.04	1,506	295,295	9.03	8,874
13,064	12.70	13,514	4.53	-450	13,064	4.16	0	FF & E Reserve	143,704	10.89	136,098	4.06	7,606	139,084	4.25	4,621
15,491	15.06	15,491	5.19	0	13,250	4.22	2,241	Real Estate Tax	170,402	12.91	170,403	5.09	0	172,485	5.28	-2,083
735	0.71	735	0.25	0	2,359	0.75	-1,624	Personal Property Tax	8,083	0.61	8,083	0.24	0	10,041	0.31	-1,958
4,767	4.63	4,628	1.55	139	4,421	1.41	346	Insurance	51,601	3.91	50,803	1.52	798	48,687	1.49	2,915
62,188	60.46	62,499	20.95	-311	60,472	19.24	1,716	TOTAL FIXED EXPENSES	677,959	51.38	668,049	19.95	9,910	665,592	20.36	12,368

12/11/2020 at 7:55:24 AM

Page 20 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,857	3.45	-10,857	Owners Expense	17,218	1.30	0	0.00	17,218	13,537	0.41	3,682
62,058	60.33	0	0.00	62,058	62,058	19.74	0	Depreciation	682,638	51.74	0	0.00	682,638	682,638	20.88	0
3,091	3.00	0	0.00	3,091	3,091	0.98	0	Amortization Expense	34,001	2.58	0	0.00	34,001	34,001	1.04	0
31,043	30.18	31,043	10.41	0	30,852	9.81	191	Interest Expense	341,016	25.85	341,475	10.20	-460	344,053	10.52	-3,037
0	0.00	2,985	1.00	-2,985	3,143	1.00	-3,143	Asset Management Fee	7,200	0.55	33,511	1.00	-26,311	32,691	1.00	-25,491
0	0.00	0	0.00	0	-162	-0.05	162	Non Operating Income	-42	0.00	0	0.00	-42	-778	-0.02	736
0	0.00	0	0.00	0	2,100	0.67	-2,100	Extraordinary Expenses	20,759	1.57	0	0.00	20,759	11,318	0.35	9,441
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-6,367	-0.19	6,367
1,643		0		1,643	0		1,643	Ground Lease Tax	14,784		0		14,784	0		14,784
97,835	95.11	34,028	11.41	63,807	111,938	35.61	-14,103	Total Other	1,117,575	84.70	374,987	11.20	742,588	1,111,092	33.99	6,482

12/11/2020 at 7:55:24 AM

Page 21 of 22

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,610		2,610		0	2,610		0	Total Rooms Available	29,145		29,145		0	29,058		87
1,429		2,270		-841	2,270		-841	Total Rooms Sold	16,315		23,456		-7,141	23,221		-6,906
54.75%		86.97%		-32.22%	86.97%		-32.22%	Occupancy %	55.98%		80.48%		-24.50%	79.91%		-23.93%
102.55		125.06		-22.51	129.03		-26.48	Average Rate	116.76		126.54		-9.77	124.87		-8.11
56.14		108.77		-52.62	112.22		-56.07	REVPAR	65.36		101.84		-36.48	99.79		-34.43
REVENUES																
146,538	97.54	283,882	98.43	-137,344	292,891	98.97	-146,353	ROOMS	1,905,007	97.86	2,968,078	98.38	-1,063,071	2,899,716	98.35	-994,709
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
3,690	2.46	4,543	1.57	-852	3,061	1.03	629	MISCELLANEOUS	41,684	2.14	48,832	1.62	-7,148	48,706	1.65	-7,021
150,228	100.00	288,424	100.00	-138,196	295,952	100.00	-145,724	TOTAL REVENUES	1,946,691	100.00	3,016,910	100.00	-1,070,219	2,948,421	100.00	-1,001,730
DEPARTMENT EXPENSES																
34,371	23.46	55,780	19.65	-21,409	50,912	17.38	-16,542	ROOMS EXPENSE	393,466	20.65	592,424	19.96	-198,957	550,233	18.98	-156,767
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
-112	-3.04	869	19.14	-981	412	13.45	-524	MISCELLANEOUS EXPENSE	3,576	8.58	8,994	18.42	-5,418	7,277	14.94	-3,700
34,259	22.80	56,649	19.64	-22,391	51,324	17.34	-17,065	TOTAL DEPARTMENTAL EXPENSES	397,042	20.40	601,418	19.93	-204,375	557,510	18.91	-160,468
DEPARTMENTAL PROFIT																
112,167	76.54	228,102	80.35	-115,934	241,979	82.62	-129,811	ROOMS PROFIT	1,511,541	79.35	2,375,655	80.04	-864,114	2,349,482	81.02	-837,942
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,802	103.04	3,673	80.86	129	2,649	86.55	1,153	MISCELLANEOUS PROFIT	38,108	91.42	39,838	81.58	-1,730	41,429	85.06	-3,321
115,970	77.20	231,775	80.36	-115,805	244,628	82.66	-128,658	TOTAL DEPARTMENTAL PROFIT	1,549,649	79.60	2,415,493	80.07	-865,844	2,390,911	81.09	-841,262
16,606	11.05	22,924	7.95	-6,318	23,039	7.78	-6,433	A & G EXPENSE	214,168	11.00	263,570	8.74	-49,403	257,327	8.73	-43,159
1,805	1.20	1,775	0.62	30	1,804	0.61	1	TELECOM	19,807	1.02	20,565	0.68	-758	19,506	0.66	301
5,408	3.60	7,733	2.68	-2,325	8,124	2.74	-2,716	SALES & MARKETING EXPENSES	43,123	2.22	89,719	2.97	-46,595	81,535	2.77	-38,412
19,210	12.79	36,363	12.61	-17,153	38,979	13.17	-19,769	FRANCHISE FEES	250,566	12.87	379,495	12.58	-128,929	384,875	13.05	-134,310
7,903	5.26	12,813	4.44	-4,909	12,939	4.37	-5,036	MAINTENANCE EXPENSES	95,981	4.93	117,373	3.89	-21,392	110,398	3.74	-14,417
8,619	5.74	9,053	3.14	-434	9,303	3.14	-684	UTILITIES EXPENSE	87,573	4.50	109,764	3.64	-22,192	110,139	3.74	-22,567
59,551	39.64	90,660	31.43	-31,109	94,188	31.83	-34,637	TOTAL ADMIN EXPENSES	711,217	36.53	980,486	32.50	-269,269	963,781	32.69	-252,564
56,418	37.56	141,115	48.93	-84,696	150,440	50.83	-94,022	HOUSE PROFIT	838,432	43.07	1,435,007	47.57	-596,575	1,427,130	48.40	-588,699

FIXED EXPENSES															
7,993	5.32	7,212	2.50	781	7,399	2.50	594 MANAGEMENT FEES	63,880	3.28	75,441	2.50	-11,560	73,720	2.50	-9,840
48,443	32.25	48,918	16.96	-475	43,520	14.71	4,923 FIXED EXPENSES	526,963	27.07	525,473	17.42	1,490	543,052	18.42	-16,089
-18	-0.01	84,984	29.47	-85,002	99,521	33.63	-99,538 NET OPERATING INCOME	247,589	12.72	834,093	27.65	-586,504	810,358	27.48	-562,770
101,831	67.78	42,417	14.71	59,415	112,844	38.13	-11,013 Other	1,124,996	57.79	465,024	15.41	659,972	1,181,794	40.08	-56,798
-101,849	-67.80	42,568	14.76	-144,416	-13,323	-4.50	-88,526 N.I. after Other	-877,407	-45.07	369,069	12.23	-1,246,476	-371,435	-12.60	-505,972
-43,955		42,568		-86,522	44,571		-88,526 Cash before Depreciation/Amortization	-240,573		369,069		-609,642	323,293		-563,866

12/10/2020 at 3:55:07 PM

Page 1 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
39,103	26.68	92,162	32.46	-53,059	99,363	33.92	-60,260	Rack/ Premium	509,385	26.74	781,831	26.34	-272,445	757,813	26.13	-248,428
3,933	2.68	10,351	3.65	-6,418	7,914	2.70	-3,981	Corporate	40,186	2.11	127,799	4.31	-87,612	98,249	3.39	-58,062
53,223	36.32	83,082	29.27	-29,859	87,053	29.72	-33,829	Discounts - Other	604,918	31.75	798,209	26.89	-193,291	668,765	23.06	-63,847
5,625	3.84	10,170	3.58	-4,545	10,947	3.74	-5,322	Government	72,293	3.79	120,386	4.06	-48,094	104,784	3.61	-32,491
33,241	22.68	56,909	20.05	-23,668	57,849	19.75	-24,608	Locally Negotiated Rate	476,582	25.02	558,024	18.80	-81,442	581,485	20.05	-104,903
-189	-0.13	0	0.00	-189	-2,001	-0.68	1,812	Allowances	-7,183	-0.38	0	0.00	-7,183	-15,232	-0.53	8,049
134,936	92.08	252,674	89.01	-117,738	261,124	89.15	-126,187	Total Transient Revenue	1,696,181	89.04	2,386,248	80.40	-690,067	2,195,863	75.73	-499,681
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
10,966	7.48	31,208	10.99	-20,242	31,006	10.59	-20,040	Group- Corporate	202,524	10.63	581,830	19.60	-379,306	694,619	23.95	-492,095
10,966	7.48	31,208	10.99	-20,242	31,006	10.59	-20,040	Total Group Revenue	202,524	10.63	581,830	19.60	-379,306	694,619	23.95	-492,095
636	0.43	0	0.00	636	762	0.26	-126	Guaranteed No-Show	6,302	0.33	0	0.00	6,302	9,234	0.32	-2,933
146,538	100.00	283,882	100.00	-137,344	292,891	100.00	-146,353	Total Rooms Revenue	1,905,007	100.00	2,968,078	100.00	-1,063,071	2,899,716	100.00	-994,709
ROOM STATISTICS																
314	22	636	28	-322	639	28	-325	Rack/ Premium Rooms	3,583	22	5,005	21	-1,422	4,874	21	-1,291
39	3	91	4	-52	67	3	-28	Corporate Rooms	335	2	1,010	4	-675	783	3	-448
587	41	681	30	-94	703	31	-116	Discounts - Other Rooms	5,628	34	6,428	27	-800	5,406	23	222
55	4	91	4	-36	96	4	-41	Government Rooms	695	4	1,106	5	-411	946	4	-251
330	23	522	23	-192	526	23	-196	Locally Negotiated Corporate Rooms	4,362	27	4,968	21	-606	5,181	22	-819
1,325	93	2,020	89	-695	2,031	89	-706	Total Transient Stats	14,603	90	18,517	79	-3,914	17,190	74	-2,587
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
104	7	250	11	-146	239	11	-135	Group- Corporate Rooms	1,712	10	4,939	21	-3,227	6,031	26	-4,319
104	7	250	11	-146	239	11	-135	Total Group Stats	1,712	10	4,939	21	-3,227	6,031	26	-4,319
1,429	100	2,270	100	-841	2,270	100	-841	TOTAL ROOM STATISTICS	16,315	100	23,456	100	-7,141	23,221	100	-6,906
Other Room Stats																
0	0	0	0	0	0	0	0	House Use Rooms	5	0	0	0	5	0	0	5
990	69	0	0	990	1,515	67	-525	Single Occupancy	11,143	68	0	0	11,143	16,715	72	-5,572

439	31	0	0	439	755	33	-316 Multiple Occupancy	5,158	32	0	0	5,158	6,505	28	-1,347
0	0	0	0	0	0	0	0 GNS Stats	-1	0	0	0	-1	-3	0	2
162	11	0	0	162	21	1	141 Out of Order Rooms	790	5	0	0	790	149	1	641
3,121	218	0	0	3,121	4,914	216	-1,793 # of Guests	34,818	213	0	0	34,818	47,787	206	-12,969

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
124.53		145.00		-20.47	155.50		-30.97	Rack/Premium ADR	142.17		156.21		-14.05	155.48		-13.31
100.84		114.00		-13.16	118.11		-17.27	Corporate ADR	119.96		126.49		-6.53	125.48		-5.52
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
90.67		122.00		-31.33	123.83		-33.16	Discount ADR	107.48		124.18		-16.70	123.71		-16.22
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
102.27		112.00		-9.73	114.03		-11.76	Government ADR	104.02		108.87		-4.85	110.76		-6.75
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
100.73		109.00		-8.27	109.98		-9.25	Local Negotiated ADR	109.26		112.32		-3.06	112.23		-2.98
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
101.84		125.07		-23.23	128.57		-26.73	Total Transient ADR	116.15		128.87		-12.72	127.74		-11.59
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
105.44		124.98		-19.54	129.73		-24.29	Group - Corporate ADR	118.30		117.80		0.49	115.17		3.12
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
105.44		124.98		-19.54	129.73		-24.29	Total Group ADR	118.30		117.80		0.49	115.17		3.12

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,785	1.95	2,923	1.29	-138	2,647	1.17	138	FOM/Guest Service Mgr	28,933	1.77	32,644	1.39	-3,711	27,062	1.17	1,871
4,002	2.80	4,994	2.20	-992	3,609	1.59	393	FD/ Guest Service Reps	31,191	1.91	51,601	2.20	-20,410	45,390	1.95	-14,199
2,629	1.84	2,923	1.29	-294	2,461	1.08	167	Executive Housekeeper	29,197	1.79	32,644	1.39	-3,447	25,897	1.12	3,300
0	0.00	880	0.39	-880	625	0.28	-625	Asst Exec Housekeeper/ Inspectress	2,018	0.12	9,092	0.39	-7,074	8,565	0.37	-6,547
4,916	3.44	8,771	3.86	-3,855	7,304	3.22	-2,388	Housekeepers	48,334	2.96	90,634	3.86	-42,300	84,583	3.64	-36,249
0	0.00	1,878	0.83	-1,878	1,363	0.60	-1,363	Housemen	1,830	0.11	19,409	0.83	-17,579	11,800	0.51	-9,969
2,412	1.69	2,519	1.11	-107	2,224	0.98	189	Laundry	17,576	1.08	26,032	1.11	-8,456	25,183	1.08	-7,607
0	0.00	2,700	1.19	-2,700	2,240	0.99	-2,240	Comp Breakfast Hostess	5,779	0.35	30,150	1.29	-24,371	24,934	1.07	-19,155
3,422	2.39	2,567	1.13	855	2,831	1.25	592	Night Audit	29,609	1.81	30,922	1.32	-1,313	32,495	1.40	-2,886
1,597	1.12	2,326	1.02	-729	1,945	0.86	-348	Payroll Taxes	16,846	1.03	24,514	1.05	-7,668	23,957	1.03	-7,111
1,959	1.37	2,060	0.91	-101	2,140	0.94	-181	Employee Benefits	22,303	1.37	22,660	0.97	-357	22,400	0.96	-97
598	0.42	750	0.33	-152	298	0.13	300	Vacation /PTO	33,202	2.04	8,250	0.35	24,952	11,899	0.51	21,303
971	0.68	1,100	0.48	-129	1,257	0.55	-286	Holiday	4,949	0.30	5,500	0.23	-551	5,959	0.26	-1,010
300	0.21	300	0.13	0	108	0.05	192	Bonus/Incentive Pay	3,275	0.20	3,600	0.15	-325	3,148	0.14	127
25,591	17.91	36,691	16.16	-11,100	31,052	13.68	-5,461	Total P/R & R/Benefits- Rooms	275,042	16.86	387,652	16.53	-112,610	353,272	15.21	-78,230
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	159	0.07	-159	142	0.06	-142	Newspapers	505	0.03	1,642	0.07	-1,137	1,540	0.07	-1,036
1,854	1.30	8,626	3.80	-6,772	8,540	3.76	-6,686	Comp Breakfast	33,621	2.06	89,133	3.80	-55,512	86,614	3.73	-52,994
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	0	0.00	1,200	0.05	-1,200	1,195	0.05	-1,195
69	0.05	0	0.00	69	37	0.02	32	Laundry Supplies	511	0.03	0	0.00	511	910	0.04	-399
358	0.25	1,249	0.55	-891	1,281	0.56	-923	Linen Supplies	5,587	0.34	12,901	0.55	-7,313	11,129	0.48	-5,541
1,561	1.09	1,400	0.62	161	1,465	0.65	96	Cable TV	16,940	1.04	15,400	0.66	1,540	14,950	0.64	1,990
308	0.22	310	0.14	-2	308	0.14	0	HSIA Support	3,291	0.20	3,410	0.15	-119	3,688	0.16	-397
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.16	-3,750	12	0.00	-12
680	0.48	550	0.24	130	713	0.31	-32	Reservations Expense	8,238	0.50	6,050	0.26	2,188	7,642	0.33	596
1,264	0.88	2,656	1.17	-1,392	2,230	0.98	-967	Guest Room Supplies	16,435	1.01	27,444	1.17	-11,009	26,854	1.16	-10,419
274	0.19	318	0.14	-44	190	0.08	84	Cleaning Supplies	2,176	0.13	3,284	0.14	-1,108	2,550	0.11	-374
893	0.62	285	0.13	608	497	0.22	396	Ecolab Core Supplies	5,167	0.32	3,878	0.17	1,289	3,771	0.16	1,396
1,427	1.00	3,337	1.47	-1,909	4,259	1.88	-2,832	Travel Agents Commission	24,276	1.49	34,480	1.47	-10,204	34,298	1.48	-10,022
0	0.00	200	0.09	-200	200	0.09	-200	Uniforms	0	0.00	2,200	0.09	-2,200	1,808	0.08	-1,808
94	0.07	0	0.00	94	0	0.00	94	COVID 19 Supplies	1,679	0.10	0	0.00	1,679	0	0.00	1,679
8,780	6.14	19,089	8.41	-10,309	19,861	8.75	-11,081	Total Operating - Rooms	118,424	7.26	204,771	8.73	-86,347	196,962	8.48	-78,538
34,371	24.05	55,780	24.57	-21,409	50,912	22.43	-16,542	Total Expenses- Rooms	393,466	24.12	592,424	25.26	-198,957	550,233	23.70	-156,767
112,167	78.49	228,102	100.49	-115,934	241,979	106.60	-129,811	Net Income- Rooms	1,511,541	92.65	2,375,655	101.28	-864,114	2,349,482	101.18	-837,942

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)
 For Property: Hampton Inn Clermont (Capstone)
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:55:07 PM

Page 7 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:55:07 PM

Page 9 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)
 For Property: Hampton Inn Clermont (Capstone)
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	30	0.00	-30	0	0.00	0	Long Distance	194	0.00	330	0.00	-136	376	0.00	-182
45	0.00	35	0.00	10	45	0.00	0	Internet Access Fees	554	0.00	385	0.00	169	396	0.00	158
44	0.00	65	0.00	-21	45	0.00	0	Total Phone Revenues	748	0.00	715	0.00	33	772	0.00	-24
COS- Communication																
641	0.43	610	0.21	31	618	0.21	22	COS-Local	6,902	0.35	6,710	0.22	192	6,560	0.22	342
8	-1,620.41	30	100.00	-22	30	0.00	-22	COS-Long Distance	136	70.07	330	100.00	-194	241	64.21	-106
1,100	2,469.14	1,100	3,142.86	0	1,100	2,469.14	0	COS-HSIA ISP	12,200	2,200.58	12,100	3,142.86	100	12,011	3,033.11	189
1,749	0.00	1,740	0.00	9	1,748	0.00	1	Total COS- Comm	19,238	0.00	19,140	0.00	98	18,812	0.00	425
-1,705	0.00	-1,675	0.00	-30	-1,704	0.00	-1	Gross Margin- Comm	-18,490	0.00	-18,425	0.00	-65	-18,040	0.00	-449
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,050	0.00	1,100	0.00	-50	500	0.00	550
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	268	0.00	1,040	0.00	-773	966	0.00	-698
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,318	0.00	2,140	0.00	-823	1,466	0.00	-148
1,805	0.00	1,775	0.00	30	1,804	0.00	1	N.I.- Comm Dept	19,807	0.00	20,565	0.00	-758	19,506	0.00	301

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.85	-20	0	0.00	0	Laundry/Valet	176	0.69	220	0.89	-44	407	1.77	-231
0	0.00	0	0.00	0	1,758	86.56	-1,758	Gift Shop Sales	0	0.00	0	0.00	0	16,938	73.80	-16,938
109	9.59	260	11.10	-151	88	4.33	21	Vending	1,798	7.07	2,860	11.61	-1,062	2,676	11.66	-878
0	0.00	0	0.00	0	100	4.92	-100	Pet Fees	500	1.97	0	0.00	500	600	2.61	-100
0	0.00	0	0.00	0	25	1.23	-25	Miscellaneous	1,115	4.38	0	0.00	1,115	325	1.42	790
0	0.00	300	12.81	-300	0	0.00	0	Late Cancellation Income	7,389	29.05	3,300	13.40	4,089	1,405	6.12	5,984
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	250	0.98	0	0.00	250	0	0.00	250
0	0.00	60	2.56	-60	60	2.95	-60	Tax Discounts Earned	330	1.30	660	2.68	-330	600	2.61	-270
1,031	90.41	1,703	72.68	-672	0	0.00	1,031	Market Sales	13,876	54.56	17,592	71.42	-3,716	0	0.00	13,876
1,140	100.00	2,343	100.00	-1,202	2,031	100.00	-891	Total Miscellaneous Revenues	25,434	100.00	24,632	100.00	802	22,951	100.00	2,483
COSales- Miscellaneous																
0	0.00	18	90.00	-18	0	0.00	0	COS-Laundry/Valet	0	0.00	198	90.00	-198	297	72.92	-297
0	0.00	0	0.00	0	374	21.27	-374	COS-Gift Shop	0	0.00	0	0.00	0	6,932	40.93	-6,932
0	0.00	0	0.00	0	38	1.86	-38	COS-Golf Fees	0	0.00	0	0.00	0	38	0.16	-38
-112	-10.88	851	50.00	-963	0	0.00	-112	COS- Market	3,576	25.77	8,796	50.00	-5,220	0	0.00	3,576
-112	-9.83	869	37.11	-981	412	20.27	-524	Total COS- Miscellaneous	3,576	14.06	8,994	36.51	-5,418	7,267	31.66	-3,691
2,550	100.00	2,200	100.00	350	1,030	100.00	1,520	Banquet Room Rental	16,250	100.00	24,200	100.00	-7,950	25,398	98.61	-9,147
0	0.00	0	0.00	0	0	0.00	0	Banquet Room F & B	0	0.00	0	0.00	0	109	0.42	-109
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	248	0.96	-248
2,550	100.00	2,200	100.00	350	1,030	100.00	1,520	Total Meeting Room Revenues	16,250	100.00	24,200	100.00	-7,950	25,755	100.00	-9,504
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room F & B	0	0.00	0	0.00	0	10	0.04	-10
3,802	333.47	3,673	156.81	129	2,649	130.45	1,153	Total Miscellaneous Profit	38,108	149.83	39,838	161.73	-1,730	41,429	180.51	-3,321

12/10/2020 at 3:55:07 PM

Page 12 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,317	2.87	5,520	1.91	-1,203	5,240	1.77	-923	General Manager	56,044	2.88	61,640	2.04	-5,596	55,479	1.88	565
409	0.27	450	0.16	-41	493	0.17	-84	Payroll Taxes	4,759	0.24	5,014	0.17	-255	4,832	0.16	-73
639	0.43	862	0.30	-224	840	0.28	-202	Employee Benefits	9,043	0.46	9,482	0.31	-439	10,085	0.34	-1,041
1,343	0.89	0	0.00	1,343	258	0.09	1,085	Vacation /PTO	13,798	0.71	0	0.00	13,798	4,908	0.17	8,890
269	0.18	0	0.00	269	258	0.09	10	Holiday	1,558	0.08	0	0.00	1,558	1,292	0.04	266
0	0.00	640	0.22	-640	680	0.23	-680	Bonus/Incentive Pay	4,610	0.24	7,040	0.23	-2,430	4,785	0.16	-175
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	214	0.01	-214
6,977	4.64	7,472	2.59	-495	7,770	2.63	-793	Total P/R & R/B- A&G	89,812	4.61	83,176	2.76	6,636	81,594	2.77	8,218
Operating Expenses- A&G																
147	0.10	350	0.12	-203	350	0.12	-203	Employee Relations	603	0.03	4,750	0.16	-4,147	4,711	0.16	-4,108
2,000	1.33	2,000	0.69	0	2,000	0.68	0	Accounting Fees	22,000	1.13	22,000	0.73	0	21,460	0.73	540
1,421	0.95	1,310	0.45	111	1,716	0.58	-295	Data Processing	16,716	0.86	16,803	0.56	-87	17,386	0.59	-669
37	0.02	204	0.07	-167	175	0.06	-138	Office Supplies	524	0.03	2,111	0.07	-1,587	2,218	0.08	-1,694
55	0.04	55	0.02	0	55	0.02	0	Muzak	578	0.03	600	0.02	-22	618	0.02	-40
0	0.00	150	0.05	-150	131	0.04	-131	Travel & Lodging	342	0.02	4,650	0.15	-4,308	3,950	0.13	-3,608
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	242	0.01	-242
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	212	0.01	825	0.03	-613	825	0.03	-613
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,758	0.14	2,288	0.08	470	2,205	0.07	553
48	0.03	100	0.03	-52	59	0.02	-12	Postage	420	0.02	1,100	0.04	-680	1,112	0.04	-692
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,372	0.07	750	0.02	622	955	0.03	417
0	0.00	80	0.03	-80	114	0.04	-114	Employment Screening/ Drug Testing	840	0.04	880	0.03	-40	1,290	0.04	-450
0	0.00	0	0.00	0	0	0.00	0	Training	470	0.02	1,750	0.06	-1,280	228	0.01	242
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	37	0.00	0	0.00	37	51	0.00	-14
375	0.25	165	0.06	210	150	0.05	225	Dues/Subscriptions	1,622	0.08	1,925	0.06	-303	3,432	0.12	-1,810
3,134	2.09	7,933	2.75	-4,800	7,529	2.54	-4,395	Credit Card Commissions	47,739	2.45	82,985	2.75	-35,245	80,587	2.73	-32,848
0	0.00	0	0.00	0	1	0.00	-1	Cash Over/Short	-47	0.00	0	0.00	-47	-486	-0.02	439
130	0.09	130	0.05	0	132	0.04	-2	Equipment Rental	1,434	0.07	1,430	0.05	4	1,442	0.05	-8
328	0.22	353	0.12	-25	733	0.25	-405	Payroll Services	4,226	0.22	6,337	0.21	-2,111	6,188	0.21	-1,962
1,082	0.72	1,300	0.45	-218	913	0.31	169	Bank Charges	11,957	0.61	14,300	0.47	-2,343	13,223	0.45	-1,266
-87	-0.06	0	0.00	-87	0	0.00	-87	Chargebacks	273	0.01	0	0.00	273	-142	0.00	414
960	0.64	1,247	0.43	-287	1,137	0.38	-177	Workers Comp Insurance	10,277	0.53	14,911	0.49	-4,634	14,236	0.48	-3,959
9,630	6.41	15,452	5.36	-5,823	15,269	5.16	-5,640	Total Operating- A&G	124,356	6.39	180,395	5.98	-56,039	175,733	5.96	-51,377
16,606	11.05	22,924	7.95	-6,318	23,039	7.78	-6,433	Total Expenses- A&G	214,168	11.00	263,570	8.74	-49,403	257,327	8.73	-43,159

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,548	2.36	3,328	1.15	220	3,338	1.13	210	Director of Sales	15,235	0.78	36,672	1.22	-21,437	31,554	1.07	-16,319
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	0	0.00	0	0.00	0	90	0.00	-90
358	0.24	889	0.31	-531	798	0.27	-440	Revenue Management	5,102	0.26	9,774	0.32	-4,672	9,149	0.31	-4,048
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.03	1,893	0.06	-1,377	0	0.00	516
251	0.17	277	0.10	-25	331	0.11	-80	Payroll Taxes	1,615	0.08	3,047	0.10	-1,432	2,816	0.10	-1,201
0	0.00	872	0.30	-872	826	0.28	-826	Employee Benefits	3,579	0.18	9,592	0.32	-6,013	9,135	0.31	-5,557
403	0.27	0	0.00	403	202	0.07	202	Vacation / PTO	3,358	0.17	0	0.00	3,358	2,746	0.09	613
202	0.13	0	0.00	202	202	0.07	0	Holiday	403	0.02	0	0.00	403	989	0.03	-586
0	0.00	300	0.10	-300	432	0.15	-432	Bonus/Incentive Pay	1,178	0.06	3,300	0.11	-2,122	2,443	0.08	-1,264
4,762	3.17	5,837	2.02	-1,075	6,128	2.07	-1,366	Total P/R & R/B- Sales	30,987	1.59	64,278	2.13	-33,291	58,922	2.00	-27,935
Operating Expenses- Sales																
33	0.02	40	0.01	-7	38	0.01	-4	Printing & Stationary	116	0.01	440	0.01	-324	398	0.01	-282
19	0.01	25	0.01	-6	46	0.02	-27	Office Supplies	44	0.00	275	0.01	-231	308	0.01	-264
26	0.02	50	0.02	-24	5	0.00	20	Travel & Lodging	84	0.00	1,550	0.05	-1,466	1,680	0.06	-1,597
0	0.00	50	0.02	-50	18	0.01	-18	Meals & Entertainment	41	0.00	550	0.02	-509	391	0.01	-351
0	0.00	300	0.10	-300	288	0.10	-288	Promotions	636	0.03	3,600	0.12	-2,964	3,713	0.13	-3,077
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	550	0.02	-450	550	0.02	-450
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	11	0.00	-11
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	37	0.00	250	0.01	-213	485	0.02	-448
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	4,256	0.22	3,104	0.10	1,152	2,906	0.10	1,350
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	200	0.07	-200	200	0.07	-200	e Commerce Costs	0	0.00	2,200	0.07	-2,200	2,385	0.08	-2,385
568	0.38	1,180	0.41	-613	1,343	0.45	-775	Brand Paid Search	7,624	0.39	12,197	0.40	-4,573	9,766	0.33	-2,142
0	0.00	0	0.00	0	0	0.00	0	Program Costs	-800	-0.04	725	0.02	-1,525	0	0.00	-800
646	0.43	1,895	0.66	-1,250	1,996	0.67	-1,350	Total Operating- Sales	12,137	0.62	25,441	0.84	-13,304	22,613	0.77	-10,477
5,408	3.60	7,733	2.68	-2,325	8,124	2.74	-2,716	Total Expenses-Sales	43,123	2.22	89,719	2.97	-46,595	81,535	2.77	-38,412

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,904	2.03	3,494	1.54	-590	3,504	1.54	-600	Chief Engineer	35,998	2.21	39,020	1.66	-3,022	37,404	1.61	-1,406
0	0.00	1,604	0.71	-1,604	1,066	0.47	-1,066	General Maintenance	3,443	0.21	16,575	0.71	-13,132	13,204	0.57	-9,761
242	0.17	367	0.16	-125	314	0.14	-72	Payroll Taxes	3,059	0.19	4,003	0.17	-944	3,747	0.16	-689
698	0.49	939	0.41	-241	893	0.39	-194	Employee Benefits	10,032	0.61	10,329	0.44	-297	9,825	0.42	207
170	0.12	0	0.00	170	261	0.12	-91	Holiday	1,118	0.07	0	0.00	1,118	1,204	0.05	-85
1,020	0.71	0	0.00	1,020	0	0.00	1,020	Vacation /PTO	9,285	0.57	0	0.00	9,285	981	0.04	8,304
5,035	3.52	6,404	2.82	-1,369	6,039	2.66	-1,004	Total P/R & Related Expenses- Maintenance	62,936	3.86	69,927	2.98	-6,991	66,365	2.86	-3,429
Operating Expenses- R & M																
0	0.00	114	0.05	-114	362	0.16	-362	Laundry Equipment	242	0.01	1,173	0.05	-930	362	0.02	-119
514	0.36	227	0.10	287	164	0.07	350	Building Maintenance	9,465	0.58	2,346	0.10	7,120	1,931	0.08	7,535
52	0.04	114	0.05	-61	250	0.11	-198	Light Bulbs	1,030	0.06	1,173	0.05	-142	2,191	0.09	-1,160
0	0.00	114	0.05	-114	238	0.10	-238	Electrical & Mechanical	325	0.02	1,173	0.05	-848	1,081	0.05	-756
91	0.06	704	0.31	-613	22	0.01	69	HVAC	5,117	0.31	7,271	0.31	-2,154	5,630	0.24	-513
18	0.01	114	0.05	-96	18	0.01	0	Plumbing & Boiler	712	0.04	1,173	0.05	-460	1,938	0.08	-1,226
440	0.31	204	0.09	236	0	0.00	440	Pool	1,374	0.08	2,111	0.09	-737	1,840	0.08	-466
0	0.00	790	0.35	-790	1,226	0.54	-1,226	Grounds & Landscaping	4,004	0.25	10,800	0.46	-6,796	10,892	0.47	-6,888
0	0.00	68	0.03	-68	0	0.00	0	Signage	0	0.00	704	0.03	-704	489	0.02	-489
-99	-0.07	182	0.08	-280	-441	-0.19	342	Furniture & Fixtures	392	0.02	1,876	0.08	-1,485	710	0.03	-318
0	0.00	68	0.03	-68	0	0.00	0	Painting	70	0.00	704	0.03	-633	284	0.01	-214
0	0.00	2,000	0.88	-2,000	2,702	1.19	-2,702	Carpet & Floor	269	0.02	3,440	0.15	-3,171	3,409	0.15	-3,139
0	0.00	0	0.00	0	0	0.00	0	Training	300	0.02	0	0.00	300	28	0.00	272
0	0.00	35	0.02	-35	30	0.01	-30	Telephone	60	0.00	385	0.02	-325	330	0.01	-270
0	0.00	68	0.03	-68	0	0.00	0	Kitchen Equipment	38	0.00	704	0.03	-666	427	0.02	-389
0	0.00	23	0.01	-23	0	0.00	0	Locks & Keys	0	0.00	235	0.01	-235	9	0.00	-9
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	500	0.02	-500	0	0.00	0
606	0.42	178	0.08	428	178	0.08	428	Exterminating	2,917	0.18	1,958	0.08	959	2,382	0.10	535
0	0.00	300	0.13	-300	0	0.00	0	Maintenance Contracts	0	0.00	1,200	0.05	-1,200	890	0.04	-890
150	0.11	0	0.00	150	1,043	0.46	-893	Fire & Safety	2,307	0.14	4,090	0.17	-1,783	4,885	0.21	-2,579
1,096	0.77	1,108	0.49	-12	1,109	0.49	-13	Elevator	4,423	0.27	4,432	0.19	-9	4,326	0.19	97
2,868	2.01	6,409	2.82	-3,540	6,900	3.04	-4,032	Total Operating - R & M	33,046	2.03	47,446	2.02	-14,400	44,033	1.90	-10,988
7,903	5.53	12,813	5.64	-4,909	12,939	5.70	-5,036	Total Expenses- R & M	95,981	5.88	117,373	5.00	-21,392	110,398	4.75	-14,417

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,194	4.33	5,983	2.64	211	6,470	2.85	-275	Electricity	64,834	3.97	77,991	3.32	-13,157	79,455	3.42	-14,621
1,135	0.79	1,497	0.66	-362	1,348	0.59	-214	Gas	10,309	0.63	15,104	0.64	-4,795	14,435	0.62	-4,126
1,113	0.78	1,249	0.55	-136	1,161	0.51	-49	Water & Sewer	9,938	0.61	13,107	0.56	-3,169	12,708	0.55	-2,770
177	0.12	324	0.14	-147	324	0.14	-147	Waste Removal	2,492	0.15	3,562	0.15	-1,071	3,541	0.15	-1,049
8,619	6.03	9,053	3.99	-434	9,303	4.10	-684	Total Expenses- Utilities	87,573	5.37	109,764	4.68	-22,192	110,139	4.74	-22,567

12/10/2020 at 3:55:07 PM

Page 17 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,041	6.17	17,051	6.01	-8,010	17,573	6.00	-8,532	Franchise Fees/ Royalties	114,761	6.02	178,283	6.01	-63,522	174,035	6.00	-59,274
6,028	4.11	11,367	4.00	-5,340	11,716	4.00	-5,688	Advertising	76,507	4.02	118,855	4.00	-42,349	116,102	4.00	-39,596
4,141	2.83	7,945	2.80	-3,804	10,073	3.44	-5,932	Frequent Traveler	59,298	3.11	82,096	2.77	-22,798	94,377	3.25	-35,079
0	0.00	0	0.00	0	-383	-0.13	383	Brand Guest Fees	0	0.00	0	0.00	0	100	0.00	-100
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	261	0.01	-261	261	0.01	-261
19,210	13.11	36,363	12.81	-17,153	38,979	13.31	-19,769	Total Franchise Fees Expense	250,566	13.15	379,495	12.79	-128,929	384,875	13.27	-134,310

12/10/2020 at 3:55:07 PM

Page 18 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,756	2.50	7,212	2.50	-3,456	7,399	2.50	-3,643	Management Fees	48,667	2.50	75,441	2.50	-26,774	73,720	2.50	-25,053
4,237	2.82	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,213	0.78	0	0.00	15,213	0	0.00	15,213
7,993	5.32	7,212	2.50	781	7,399	2.50	594	Total Management Fees Expense	63,880	3.28	75,441	2.50	-11,560	73,720	2.50	-9,840

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,198	17.44	26,198	9.08	0	25,497	8.62	701	Ground Lease	283,271	14.55	281,869	9.34	1,402	275,007	9.33	8,264
10,864	7.23	11,540	4.00	-675	10,864	3.67	0	FF & E Reserve	119,508	6.14	120,705	4.00	-1,197	149,269	5.06	-29,761
6,842	4.55	6,843	2.37	0	4,562	1.54	2,280	Real Estate Tax	75,267	3.87	75,268	2.49	0	73,648	2.50	1,620
579	0.39	579	0.20	0	-993	-0.34	1,572	Personal Property Tax	6,595	0.34	6,367	0.21	228	5,577	0.19	1,018
3,959	2.64	3,759	1.30	200	3,590	1.21	369	Insurance	42,321	2.17	41,264	1.37	1,057	39,551	1.34	2,771
48,443	32.25	48,918	16.96	-475	43,520	14.71	4,923	TOTAL FIXED EXPENSES	526,963	27.07	525,473	17.42	1,490	543,052	18.42	-16,089

12/10/2020 at 3:55:07 PM

Page 20 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,857	3.67	-10,857	Owners Expense	21,838	1.12	0	0.00	21,838	13,537	0.46	8,301
54,183	36.07	0	0.00	54,183	54,183	18.31	0	Depreciation	596,013	30.62	0	0.00	596,013	650,196	22.05	-54,183
3,711	2.47	0	0.00	3,711	3,711	1.25	0	Amortization Expense	40,821	2.10	0	0.00	40,821	44,532	1.51	-3,711
39,532	26.31	39,532	13.71	0	39,288	13.27	244	Interest Expense	434,268	22.31	434,848	14.41	-579	437,974	14.85	-3,706
0	0.00	2,885	1.00	-2,885	2,960	1.00	-2,960	Asset Management Fee	6,456	0.33	30,176	1.00	-23,720	29,483	1.00	-23,027
2,748	1.83	0	0.00	2,748	1,845	0.62	902	Extraordinary Expenses	10,683	0.55	0	0.00	10,683	12,819	0.43	-2,136
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-6,747	-0.23	6,747
1,657		0		1,657	0		1,657	Ground Lease Tax	14,916		0		14,916	0		14,916
101,831	67.78	42,417	14.71	59,415	112,844	38.13	-11,013	Total Other	1,124,996	57.79	465,024	15.41	659,972	1,181,794	40.08	-56,798

12/10/2020 at 3:55:07 PM

Page 21 of 22

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,820		2,820		0	2,820		0	Total Rooms Available	31,490		31,490		0	31,396		94
1,010		2,104		-1,094	2,104		-1,094	Total Rooms Sold	12,931		23,293		-10,362	23,543		-10,612
35.82%		74.61%		-38.79%	74.61%		-38.79%	Occupancy %	41.06%		73.97%		-32.91%	74.99%		-33.92%
80.77		101.95		-21.18	101.95		-21.18	Average Rate	134.02		127.42		6.61	126.10		7.93
28.93		76.07		-47.14	76.07		-47.14	REVPAR	55.04		94.25		-39.21	94.56		-39.52
REVENUES																
81,582	96.55	214,506	97.91	-132,924	214,504	98.14	-132,921	ROOMS	1,733,059	98.63	2,967,886	98.20	-1,234,827	2,968,663	97.99	-1,235,604
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,917	3.45	4,583	2.09	-1,666	4,056	1.86	-1,138	MISCELLANEOUS	24,050	1.37	54,479	1.80	-30,430	60,890	2.01	-36,840
84,500	100.00	219,090	100.00	-134,590	218,560	100.00	-134,060	TOTAL REVENUES	1,757,108	100.00	3,022,365	100.00	-1,265,257	3,029,553	100.00	-1,272,444
DEPARTMENT EXPENSES																
21,689	26.59	58,063	27.07	-36,373	56,474	26.33	-34,784	ROOMS EXPENSE	349,693	20.18	698,636	23.54	-348,944	695,296	23.42	-345,603
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
252	8.62	1,043	22.75	-791	864	21.30	-612	MISCELLANEOUS EXPENSE	4,707	19.57	11,540	21.18	-6,833	11,217	18.42	-6,510
21,941	25.97	59,105	26.98	-37,164	57,338	26.23	-35,397	TOTAL DEPARTMENTAL EXPENSES	354,400	20.17	710,176	23.50	-355,776	706,512	23.32	-352,113
DEPARTMENTAL PROFIT																
59,893	73.41	156,444	72.93	-96,551	158,030	73.67	-98,137	ROOMS PROFIT	1,383,366	79.82	2,269,250	76.46	-885,884	2,273,368	76.58	-890,002
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,666	91.38	3,541	77.25	-875	3,192	78.70	-526	MISCELLANEOUS PROFIT	19,343	80.43	42,940	78.82	-23,597	49,673	81.58	-30,330
62,559	74.03	159,984	73.02	-97,425	161,222	73.77	-98,663	TOTAL DEPARTMENTAL PROFIT	1,402,709	79.83	2,312,189	76.50	-909,481	2,323,040	76.68	-920,332
19,663	23.27	24,832	11.33	-5,169	30,875	14.13	-11,212	A & G EXPENSE	245,035	13.95	302,157	10.00	-57,122	273,823	9.04	-28,788
1,833	2.17	1,848	0.84	-15	1,785	0.82	48	TELECOM	20,107	1.14	20,328	0.67	-221	20,706	0.68	-599
1,007	1.19	7,987	3.65	-6,980	10,157	4.65	-9,151	SALES & MARKETING EXPENSES	32,652	1.86	96,003	3.18	-63,351	87,868	2.90	-55,216
10,345	12.24	28,746	13.12	-18,400	28,494	13.04	-18,149	FRANCHISE FEES	227,079	12.92	390,972	12.94	-163,893	400,536	13.22	-173,457
9,010	10.66	10,850	4.95	-1,840	13,685	6.26	-4,675	MAINTENANCE EXPENSES	111,739	6.36	139,595	4.62	-27,855	141,323	4.66	-29,583
6,885	8.15	9,611	4.39	-2,726	9,872	4.52	-2,987	UTILITIES EXPENSE	81,029	4.61	107,740	3.56	-26,711	107,777	3.56	-26,748
48,743	57.68	83,874	38.28	-35,131	94,868	43.41	-46,125	TOTAL ADMIN EXPENSES	717,641	40.84	1,056,795	34.97	-339,154	1,032,032	34.07	-314,392
13,816	16.35	76,110	34.74	-62,294	66,354	30.36	-52,538	HOUSE PROFIT	685,068	38.99	1,255,394	41.54	-570,327	1,291,008	42.61	-605,940

FIXED EXPENSES															
6,348	7.51	5,479	2.50	870	5,464	2.50	884 MANAGEMENT FEES	59,140	3.37	75,577	2.50	-16,437	75,740	2.50	-16,600
44,574	52.75	44,965	20.52	-391	43,390	19.85	1,184 FIXED EXPENSES	484,516	27.57	513,349	16.98	-28,833	482,632	15.93	1,884
-37,107	-43.91	25,666	11.71	-62,773	17,499	8.01	-54,606 NET OPERATING INCOME	141,412	8.05	666,469	22.05	-525,057	732,636	24.18	-591,224
54,756	64.80	21,541	9.83	33,215	66,304	30.34	-11,548 Other	638,655	36.35	243,073	8.04	395,582	628,353	20.74	10,302
-91,863	-108.71	4,125	1.88	-95,988	-48,805	-22.33	-43,058 N.I. after Other	-497,244	-28.30	423,395	14.01	-920,639	104,283	3.44	-601,527
-57,402		4,125		-61,527	-14,344		-43,058 Cash before Depreciation/Amortization	-118,173		423,395		-541,568	483,354		-601,527

12/10/2020 at 3:12:47 PM

Page 1 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
13,133	16.10	75,959	35.41	-62,825	76,713	35.76	-63,580	Rack/ Premium	585,361	33.78	859,924	28.97	-274,564	898,771	30.28	-313,410
3,687	4.52	10,730	5.00	-7,043	10,303	4.80	-6,616	Corporate	78,200	4.51	191,202	6.44	-113,001	177,261	5.97	-99,061
53,836	65.99	87,105	40.61	-33,269	85,449	39.84	-31,613	Discounts - Other	628,415	36.26	1,127,716	38.00	-499,301	1,060,978	35.74	-432,563
0	0.00	2,441	1.14	-2,441	1,160	0.54	-1,160	Government	3,712	0.21	40,652	1.37	-36,940	13,669	0.46	-9,957
10,786	13.22	23,985	11.18	-13,199	24,294	11.33	-13,508	Locally Negotiated Rate	282,534	16.30	367,732	12.39	-85,198	403,223	13.58	-120,689
0	0.00	0	0.00	0	-741	-0.35	741	Allowances	-4,922	-0.28	0	0.00	-4,922	-10,498	-0.35	5,575
81,443	99.83	200,220	93.34	-118,777	197,178	91.92	-115,735	Total Transient Revenue	1,573,299	90.78	2,587,225	87.17	-1,013,926	2,543,404	85.68	-970,105
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	14,286	6.66	-14,286	15,080	7.03	-15,080	Group- Corporate	151,367	8.73	380,660	12.83	-229,293	398,875	13.44	-247,508
0	0.00	14,286	6.66	-14,286	15,080	7.03	-15,080	Total Group Revenue	151,367	8.73	380,660	12.83	-229,293	398,875	13.44	-247,508
139	0.17	0	0.00	139	2,246	1.05	-2,107	Guaranteed No-Show	8,392	0.48	0	0.00	8,392	26,384	0.89	-17,991
81,582	100.00	214,506	100.00	-132,924	214,504	100.00	-132,921	Total Rooms Revenue	1,733,059	100.00	2,967,886	100.00	-1,234,827	2,968,663	100.00	-1,235,604
ROOM STATISTICS																
148	15	610	29	-462	620	29	-472	Rack/ Premium Rooms	3,066	24	5,411	23	-2,345	5,808	25	-2,742
54	5	126	6	-72	121	6	-67	Corporate Rooms	753	6	1,675	7	-922	1,597	7	-844
675	67	947	45	-272	938	45	-263	Discounts - Other Rooms	5,331	41	9,381	40	-4,050	8,811	37	-3,480
0	0	21	1	-21	10	0	-10	Government Rooms	32	0	283	1	-251	100	0	-68
133	13	252	12	-119	256	12	-123	Locally Negotiated Corporate Rooms	2,672	21	3,247	14	-575	3,654	16	-982
1,010	100	1,957	93	-947	1,945	92	-935	Total Transient Stats	11,854	92	19,997	86	-8,143	19,970	85	-8,116
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	147	7	-147	159	8	-159	Group- Corporate Rooms	1,077	8	3,296	14	-2,219	3,573	15	-2,496
0	0	147	7	-147	159	8	-159	Total Group Stats	1,077	8	3,296	14	-2,219	3,573	15	-2,496
1,010	100	2,104	100	-1,094	2,104	100	-1,094	TOTAL ROOM STATISTICS	12,931	100	23,293	100	-10,362	23,543	100	-10,612
Other Room Stats																
0	0	0	0	0	-4	0	4	Comp Rooms	-67	-1	0	0	-67	-114	0	47
606	60	0	0	606	1,248	59	-642	Single Occupancy	8,438	65	0	0	8,438	14,577	62	-6,139

404	40	0	0	404	856	41	-452 Multiple Occupancy	4,504	35	0	0	4,504	8,957	38	-4,453
126	12	0	0	126	8	0	118 Out of Order Rooms	2,140	17	0	0	2,140	244	1	1,896
1,499	148	0	0	1,499	3,108	148	-1,609 # of Guests	18,641	144	0	0	18,641	34,769	148	-16,128

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
88.74		124.49		-35.75	123.73		-34.99	Rack/Premium ADR	190.92		158.93		31.99	154.75		36.17
68.29		85.00		-16.71	85.15		-16.86	Corporate ADR	103.85		114.18		-10.33	111.00		-7.14
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
79.76		92.00		-12.24	91.10		-11.34	Discount ADR	117.88		120.21		-2.33	120.42		-2.54
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		116.00		-116.00	116.00		-116.00	Government ADR	116.00		143.50		-27.50	136.69		-20.69
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
81.10		95.00		-13.90	94.90		-13.80	Local Negotiated ADR	105.74		113.25		-7.51	110.35		-4.61
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
80.64		102.32		-21.69	101.38		-20.74	Total Transient ADR	132.72		129.38		3.34	127.36		5.36
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		97.00		-97.00	94.84		-94.84	Group - Corporate ADR	140.55		115.49		25.06	111.64		28.91
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		97.00		-97.00	94.84		-94.84	Total Group ADR	140.55		115.49		25.06	111.64		28.91

12/10/2020 at 3:12:47 PM

Page 3 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
0	0.00	0	0.00	0	0	0.00	0	FOM/Guest Service Mgr	0	0.00	0	0.00	0	23,085	0.98	-23,085
2,366	2.34	5,565	2.64	-3,199	4,570	2.17	-2,204	FD/ Guest Service Reps	37,883	2.93	61,610	2.65	-23,727	49,887	2.12	-12,004
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	-1,332	-0.06	1,332
0	0.00	3,460	1.64	-3,460	3,369	1.60	-3,369	Executive Housekeeper	8,938	0.69	38,124	1.64	-29,186	34,477	1.46	-25,539
0	0.00	859	0.41	-859	846	0.40	-846	Asst Exec Housekeeper/ Inspectress	2,715	0.21	9,512	0.41	-6,797	10,573	0.45	-7,858
3,052	3.02	10,083	4.79	-7,031	10,166	4.83	-7,114	Housekeepers	49,390	3.82	111,631	4.79	-62,241	117,336	4.98	-67,945
0	0.00	1,929	0.92	-1,929	1,279	0.61	-1,279	Housemen	4,427	0.34	21,352	0.92	-16,925	17,257	0.73	-12,830
134	0.13	1,716	0.82	-1,582	1,299	0.62	-1,165	Van Drivers	5,751	0.44	19,161	0.82	-13,410	13,744	0.58	-7,993
1,350	1.34	3,086	1.47	-1,736	2,015	0.96	-665	Laundry	9,713	0.75	34,162	1.47	-24,449	21,447	0.91	-11,735
0	0.00	2,016	0.96	-2,016	3,066	1.46	-3,066	Comp Breakfast Hostess	5,379	0.42	23,530	1.01	-18,151	25,004	1.06	-19,625
3,351	3.32	3,437	1.63	-86	3,316	1.58	34	Night Audit	37,602	2.91	37,376	1.60	226	37,125	1.58	478
935	0.93	2,708	1.29	-1,773	2,514	1.19	-1,579	Payroll Taxes	14,072	1.09	29,835	1.28	-15,763	29,194	1.24	-15,122
433	0.43	945	0.45	-512	734	0.35	-302	Employee Benefits	11,804	0.91	10,395	0.45	1,409	12,258	0.52	-454
1,661	1.64	600	0.29	1,061	1,845	0.88	-184	Vacation /PTO	17,580	1.36	6,600	0.28	10,980	7,561	0.32	10,019
477	0.47	1,100	0.52	-623	1,388	0.66	-911	Holiday	3,575	0.28	5,500	0.24	-1,925	7,158	0.30	-3,583
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,525	0.20	4,376	0.19	-1,851	5,246	0.22	-2,721
13,760	13.62	37,504	17.83	-23,744	36,409	17.30	-22,649	Total P/R & R/Benefits- Rooms	211,354	16.34	413,164	17.74	-201,810	410,019	17.42	-198,666
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	126	0.06	-126	151	0.07	-151	Newspapers	360	0.03	1,398	0.06	-1,038	1,475	0.06	-1,115
2,103	2.08	8,626	4.10	-6,523	7,730	3.67	-5,627	Comp Breakfast	32,041	2.48	95,501	4.10	-63,460	98,333	4.18	-66,291
0	0.00	0	0.00	0	12	0.01	-12	Comp Breakfast- Equipment	572	0.04	1,000	0.04	-428	317	0.01	255
0	0.00	42	0.02	-42	14	0.01	-14	Guest Transportation	186	0.01	466	0.02	-280	203	0.01	-17
0	0.00	42	0.02	-42	26	0.01	-26	Laundry Supplies	152	0.01	466	0.02	-314	313	0.01	-161
0	0.00	1,157	0.55	-1,157	826	0.39	-826	Linen Supplies	3,716	0.29	12,811	0.55	-9,096	11,502	0.49	-7,787
1,963	1.94	1,990	0.95	-27	1,969	0.94	-6	Cable TV	22,133	1.71	21,890	0.94	243	21,474	0.91	659
333	0.33	340	0.16	-8	333	0.16	0	HSIA Support	3,560	0.28	3,740	0.16	-180	3,475	0.15	85
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	31	0.00	3,750	0.16	-3,719	292	0.01	-261
-127	-0.13	968	0.46	-1,095	1,076	0.51	-1,203	Reservations Expense	9,373	0.72	10,715	0.46	-1,342	10,441	0.44	-1,068
350	0.35	2,188	1.04	-1,838	1,737	0.83	-1,386	Guest Room Supplies	9,753	0.75	24,225	1.04	-14,472	22,417	0.95	-12,665
85	0.08	568	0.27	-483	582	0.28	-497	Cleaning Supplies	3,879	0.30	6,289	0.27	-2,411	6,521	0.28	-2,643
104	0.10	300	0.14	-196	262	0.12	-159	Ecolab Core Supplies	3,229	0.25	3,871	0.17	-642	2,789	0.12	440
0	0.00	0	0.00	0	70	0.03	-70	Evening Social- Food	1,808	0.14	0	0.00	1,808	2,297	0.10	-489
0	0.00	0	0.00	0	50	0.02	-50	Evening Social- Beverage	918	0.07	0	0.00	918	1,705	0.07	-786
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	0	0.00	0	0.00	0	302	0.01	-302
2,966	2.94	4,000	1.90	-1,034	5,075	2.41	-2,109	Travel Agents Commission	45,169	3.49	96,300	4.13	-51,131	98,786	4.20	-53,617
0	0.00	210	0.10	-210	151	0.07	-151	Uniforms	417	0.03	2,329	0.10	-1,912	1,514	0.06	-1,097
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	722	0.03	-722	1,120	0.05	-1,120
152	0.15	0	0.00	152	0	0.00	152	COVID 19 Supplies	1,042	0.08	0	0.00	1,042	0	0.00	1,042
7,930	7.85	20,558	9.77	-12,629	20,065	9.54	-12,135	Total Operating - Rooms	138,339	10.70	285,473	12.26	-147,133	285,276	12.12	-146,937

21,689	21.47	58,063	27.60	-36,373	56,474	26.84	-34,784	Total Expenses- Rooms	349,693	27.04	698,636	29.99	-348,944	695,296	29.53	-345,603
59,893	59.30	156,444	74.36	-96,551	158,030	75.11	-98,137	Net Income- Rooms	1,383,366	106.98	2,269,250	97.42	-885,884	2,273,368	96.56	-890,002

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:12:47 PM

Page 7 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:12:47 PM

Page 9 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)
For Property: Hampton Inn Estero (Capstone)
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	30	0.00	-30	0	0.00	0	Long Distance	0	0.00	330	0.00	-330	0	0.00	0
10	0.00	35	0.00	-25	45	0.00	-35	Internet Access Fees	307	0.00	385	0.00	-78	436	0.00	-129
10	0.00	65	0.00	-55	45	0.00	-35	Total Phone Revenues	307	0.00	715	0.00	-408	436	0.00	-129
COS- Communication																
745	0.88	728	0.33	17	732	0.33	13	COS-Local	8,246	0.47	8,008	0.26	238	8,986	0.30	-740
0	0.00	25	83.33	-25	0	0.00	0	COS-Long Distance	0	0.00	275	83.33	-275	41	0.00	-41
998	10,080.81	1,010	2,885.71	-12	998	2,240.18	0	COS-HSIA ISP	11,058	3,603.08	11,110	2,885.71	-52	10,350	2,376.02	708
1,743	0.00	1,763	0.00	-20	1,730	0.00	13	Total COS- Comm	19,304	0.00	19,393	0.00	-89	19,377	0.00	-72
-1,733	0.00	-1,698	0.00	-35	-1,685	0.00	-48	Gross Margin- Comm	-18,997	0.00	-18,678	0.00	-319	-18,941	0.00	-56
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	560	0.00	1,100	0.00	-540	550	0.00	10
0	0.00	50	0.00	-50	0	0.00	0	Equipment Maintenance	550	0.00	550	0.00	0	1,215	0.00	-665
100	0.00	150	0.00	-50	100	0.00	0	Total Operating - Comm	1,110	0.00	1,650	0.00	-540	1,765	0.00	-655
1,833	0.00	1,848	0.00	-15	1,785	0.00	48	N.I.- Comm Dept	20,107	0.00	20,328	0.00	-221	20,706	0.00	-599

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	30	0.87	-30	30	1.44	-30	Laundry/Valet	34	0.21	330	0.87	-296	245	0.57	-211
0	0.00	0	0.00	0	1,584	75.93	-1,584	Gift Shop Sales	0	0.00	0	0.00	0	20,391	47.08	-20,391
0	0.00	358	10.42	-358	294	14.11	-294	Vending	1,697	10.45	3,960	10.44	-2,262	4,159	9.60	-2,461
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	700	1.62	-700
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	646	1.49	-646
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	-10	-0.06	0	0.00	-10	114	0.26	-123
0	0.00	900	26.21	-900	118	5.65	-118	Late Cancellation Income	2,084	12.83	9,900	26.10	-7,816	15,204	35.11	-13,119
0	0.00	150	4.37	-150	0	0.00	0	Smoking Fee	785	4.83	1,650	4.35	-865	1,250	2.89	-465
0	0.00	60	1.75	-60	60	2.88	-60	Tax Discounts Earned	330	2.03	660	1.74	-330	600	1.39	-270
477	100.00	1,936	56.38	-1,458	0	0.00	477	Market Sales	11,319	69.70	21,430	56.50	-10,111	0	0.00	11,319
477	100.00	3,433	100.00	-2,956	2,086	100.00	-1,608	Total Miscellaneous Revenues	16,240	100.00	37,929	100.00	-21,690	43,308	100.00	-27,068
COSales- Miscellaneous																
0	0.00	20	66.67	-20	0	0.00	0	COS-Laundry/Valet	16	48.00	220	66.67	-204	118	48.14	-102
0	0.00	0	0.00	0	864	54.55	-864	COS-Gift Shop	0	0.00	0	0.00	0	10,675	52.35	-10,675
0	0.00	30	0.87	-30	0	0.00	0	COS-Vending Cost	139	0.86	330	0.87	-191	134	0.31	5
252	52.68	968	50.00	-716	0	0.00	252	COS- Market	4,552	40.21	10,715	50.00	-6,163	0	0.00	4,552
252	52.68	1,018	29.65	-766	864	41.42	-612	Total COS- Miscellaneous	4,707	28.98	11,265	29.70	-6,558	10,927	25.23	-6,220
2,350	96.31	1,100	95.65	1,250	1,850	93.91	500	Banquet Room Rental	7,575	96.99	16,000	96.68	-8,425	16,450	93.56	-8,875
0	0.00	50	4.35	-50	120	6.09	-120	Banquet Room F & B	0	0.00	550	3.32	-550	557	3.17	-557
50	2.05	0	0.00	50	0	0.00	50	Banquet Room AV Rental	175	2.24	0	0.00	175	575	3.27	-400
40	1.37	0	0.00	40	0	0.00	40	Banquet Room Setup Service Charge	60	0.25	0	0.00	60	0	0.00	60
2,440	100.00	1,150	100.00	1,290	1,970	100.00	470	Total Meeting Room Revenues	7,810	100.00	16,550	100.00	-8,740	17,582	100.00	-9,772
Cost of Sales- Meeting Room																
0	0.00	25	2.17	-25	0	0.00	0	COS-Banquet Room F & B	0	0.00	275	1.66	-275	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	0	0.00	0	0.00	0	290	1.65	-290
2,666	558.40	3,541	103.12	-875	3,192	153.03	-526	Total Miscellaneous Profit	19,343	119.11	42,940	113.21	-23,597	49,673	114.70	-30,330

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
3,874	4.58	5,287	2.41	-1,413	5,002	2.29	-1,128	General Manager	50,578	2.88	58,878	1.95	-8,300	52,422	1.73	-1,844
3,288	3.89	3,556	1.62	-268	3,462	1.58	-173	Assistant General Manager	35,659	2.03	38,969	1.29	-3,310	12,323	0.41	23,336
640	0.76	722	0.33	-82	1,399	0.64	-758	Payroll Taxes	7,428	0.42	7,992	0.26	-563	6,324	0.21	1,104
1,099	1.30	1,047	0.48	52	1,355	0.62	-257	Employee Benefits	9,460	0.54	11,517	0.38	-2,057	11,159	0.37	-1,699
1,782	2.11	0	0.00	1,782	245	0.11	1,538	Vacation /PTO	17,907	1.02	0	0.00	17,907	5,063	0.17	12,845
416	0.49	0	0.00	416	406	0.19	10	Holiday	2,020	0.11	0	0.00	2,020	1,535	0.05	485
0	0.00	540	0.25	-540	5,242	2.40	-5,242	Bonus/Incentive Pay	5,824	0.33	5,940	0.20	-116	9,582	0.32	-3,757
11,100	13.14	11,152	5.09	-52	17,110	7.83	-6,010	Total P/R & R/B- A&G	128,877	7.33	123,296	4.08	5,581	98,407	3.25	30,469
Operating Expenses- A&G																
118	0.14	350	0.16	-232	395	0.18	-278	Employee Relations	1,646	0.09	4,100	0.14	-2,454	3,886	0.13	-2,240
2,000	2.37	2,000	0.91	0	2,000	0.92	0	Accounting Fees	22,000	1.25	22,000	0.73	0	22,000	0.73	0
903	1.07	1,010	0.46	-107	1,788	0.82	-885	Data Processing	14,866	0.85	13,612	0.45	1,254	14,475	0.48	391
79	0.09	189	0.09	-110	-1	0.00	80	Office Supplies	923	0.05	2,096	0.07	-1,173	2,052	0.07	-1,129
44	0.05	44	0.02	0	44	0.02	0	Muzak	463	0.03	484	0.02	-21	480	0.02	-17
0	0.00	300	0.14	-300	0	0.00	0	Travel & Lodging	751	0.04	5,400	0.18	-4,649	2,958	0.10	-2,206
0	0.00	25	0.01	-25	0	0.00	0	Meals and Entertainment	0	0.00	275	0.01	-275	87	0.00	-87
0	0.00	75	0.03	-75	25	0.01	-25	Telephone	212	0.01	825	0.03	-613	678	0.02	-466
0	0.00	230	0.10	-230	0	0.00	0	Licenses and Permits	1,554	0.09	2,177	0.07	-623	1,176	0.04	378
33	0.04	105	0.05	-72	48	0.02	-14	Postage	426	0.02	1,165	0.04	-739	1,138	0.04	-713
0	0.00	0	0.00	0	0	0.00	0	Recruitment	672	0.04	677	0.02	-6	977	0.03	-306
0	0.00	114	0.05	-114	232	0.11	-232	Employment Screening/ Drug Testing	804	0.05	1,454	0.05	-650	1,408	0.05	-603
0	0.00	0	0.00	0	187	0.09	-187	Training	503	0.03	1,500	0.05	-997	925	0.03	-422
135	0.16	250	0.11	-115	150	0.07	-15	Dues/Subscriptions	1,382	0.08	3,742	0.12	-2,360	3,406	0.11	-2,024
3,139	3.72	6,114	2.79	-2,975	5,930	2.71	-2,790	Credit Card Commissions	43,879	2.50	84,344	2.79	-40,465	83,577	2.76	-39,698
391	0.46	0	0.00	391	0	0.00	391	Cash Over/Short	14	0.00	0	0.00	14	-266	-0.01	279
0	0.00	27	0.01	-27	-27	-0.01	27	Equipment Rental	0	0.00	297	0.01	-297	0	0.00	0
289	0.34	400	0.18	-111	646	0.30	-357	Payroll Services	4,237	0.24	6,251	0.21	-2,014	6,461	0.21	-2,224
672	0.80	1,000	0.46	-328	837	0.38	-165	Bank Charges	10,430	0.59	11,142	0.37	-713	10,984	0.36	-555
-30	-0.04	0	0.00	-30	0	0.00	-30	Chargebacks	1,596	0.09	0	0.00	1,596	2,042	0.07	-446
790	0.93	1,446	0.66	-656	1,512	0.69	-722	Workers Comp Insurance	9,800	0.56	17,320	0.57	-7,520	16,970	0.56	-7,170
8,563	10.13	13,680	6.24	-5,117	13,765	6.30	-5,202	Total Operating- A&G	116,158	6.61	178,861	5.92	-62,703	175,415	5.79	-59,257
19,663	23.27	24,832	11.33	-5,169	30,875	14.13	-11,212	Total Expenses- A&G	245,035	13.95	302,157	10.00	-57,122	273,823	9.04	-28,788

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	3,383	1.54	-3,383	3,021	1.38	-3,021	Sales Manager	11,429	0.65	37,671	1.25	-26,242	34,395	1.14	-22,966
364	0.43	909	0.41	-545	685	0.31	-321	Revenue Management	5,187	0.30	9,999	0.33	-4,813	7,861	0.26	-2,675
0	0.00	172	0.08	-172	0	0.00	0	E Commerce Management	516	0.03	1,893	0.06	-1,377	0	0.00	516
0	0.00	305	0.14	-305	456	0.21	-456	Payroll Taxes	923	0.05	3,383	0.11	-2,461	3,098	0.10	-2,176
0	0.00	580	0.26	-580	586	0.27	-586	Employee Benefits	-424	-0.02	6,380	0.21	-6,804	6,135	0.20	-6,558
0	0.00	0	0.00	0	154	0.07	-154	Vacation / PTO	0	0.00	0	0.00	0	1,295	0.04	-1,295
0	0.00	0	0.00	0	0	0.00	0	Holiday	173	0.01	0	0.00	173	603	0.02	-430
0	0.00	300	0.14	-300	1,528	0.70	-1,528	Bonus/Incentive Pay	199	0.01	3,300	0.11	-3,101	3,461	0.11	-3,262
364	0.43	5,649	2.58	-5,285	6,430	2.94	-6,066	Total P/R & R/B- Sales	18,003	1.02	62,627	2.07	-44,624	56,848	1.88	-38,846
Operating Expenses- Sales																
0	0.00	14	0.01	-14	0	0.00	0	Printing & Stationary	11	0.00	154	0.01	-143	75	0.00	-64
0	0.00	20	0.01	-20	0	0.00	0	Office Supplies	22	0.00	220	0.01	-198	219	0.01	-197
0	0.00	75	0.03	-75	5	0.00	-5	Travel & Lodging	176	0.01	1,975	0.07	-1,799	1,997	0.07	-1,821
0	0.00	0	0.00	0	0	0.00	0	Meals & Entertainment	67	0.00	450	0.01	-383	252	0.01	-185
0	0.00	700	0.32	-700	648	0.30	-648	Promotions	313	0.02	3,350	0.11	-3,037	3,301	0.11	-2,988
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	550	0.02	-450	500	0.02	-400
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	8	0.00	-8
0	0.00	0	0.00	0	-138	-0.06	138	Sales Training	37	0.00	250	0.01	-213	280	0.01	-243
0	0.00	240	0.11	-240	2,185	1.00	-2,185	Dues & Subscriptions	5,331	0.30	8,815	0.29	-3,484	8,117	0.27	-2,786
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	2,260	0.13	2,260	0.07	0	2,260	0.07	0
0	0.00	100	0.05	-100	200	0.09	-200	e Commerce Costs	0	0.00	1,100	0.04	-1,100	4,420	0.15	-4,420
643	0.76	989	0.45	-346	827	0.38	-184	Brand Paid Search	5,283	0.30	10,948	0.36	-5,665	7,656	0.25	-2,373
0	0.00	150	0.07	-150	0	0.00	0	Internet Advertising	1,050	0.06	3,305	0.11	-2,255	400	0.01	650
0	0.00	0	0.00	0	0	0.00	0	Directory Advertising	0	0.00	0	0.00	0	1,050	0.03	-1,050
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	466	0.02	-466
643	0.76	2,338	1.07	-1,695	3,727	1.71	-3,084	Total Operating- Sales	14,649	0.83	33,377	1.10	-18,727	31,020	1.02	-16,371
1,007	1.19	7,987	3.65	-6,980	10,157	4.65	-9,151	Total Expenses-Sales	32,652	1.86	96,003	3.18	-63,351	87,868	2.90	-55,216

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,526	4.48	5,091	2.42	-565	4,597	2.19	-71	Chief Engineer	50,828	3.93	56,851	2.44	-6,023	52,394	2.23	-1,566
0	0.00	1,425	0.68	-1,425	1,301	0.62	-1,301	General Maintenance	3,647	0.28	16,284	0.70	-12,637	14,261	0.61	-10,614
394	0.39	502	0.24	-108	429	0.20	-35	Payroll Taxes	4,519	0.35	5,689	0.24	-1,170	5,467	0.23	-948
520	0.51	610	0.29	-90	576	0.27	-56	Employee Benefits	6,367	0.49	6,710	0.29	-343	6,413	0.27	-46
248	0.25	0	0.00	248	0	0.00	248	Holiday	1,176	0.09	0	0.00	1,176	1,032	0.04	144
495	0.49	0	0.00	495	472	0.22	23	Vacation /PTO	11,001	0.85	0	0.00	11,001	3,278	0.14	7,722
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	750	0.03	-750	750	0.03	-750
6,182	6.12	7,628	3.63	-1,445	7,375	3.51	-1,193	Total P/R & Related Expenses- Maintenance	77,538	6.00	86,284	3.70	-8,746	83,595	3.55	-6,057
Operating Expenses- R & M																
0	0.00	316	0.15	-316	2,329	1.11	-2,329	Auto Expense	559	0.04	3,494	0.15	-2,935	7,660	0.33	-7,101
0	0.00	63	0.03	-63	0	0.00	0	Laundry Equipment	1,181	0.09	699	0.03	483	650	0.03	531
152	0.15	421	0.20	-268	178	0.08	-26	Building Maintenance	1,514	0.12	4,659	0.20	-3,145	4,771	0.20	-3,257
54	0.05	274	0.13	-220	152	0.07	-98	Light Bulbs	1,069	0.08	3,028	0.13	-1,959	2,849	0.12	-1,780
0	0.00	316	0.15	-316	0	0.00	0	Electrical & Mechanical	655	0.05	3,494	0.15	-2,839	3,073	0.13	-2,418
45	0.04	252	0.12	-208	79	0.04	-34	HVAC	2,214	0.17	2,795	0.12	-581	3,654	0.16	-1,440
177	0.18	63	0.03	114	1,063	0.51	-885	Plumbing & Boiler	1,617	0.13	4,664	0.20	-3,046	3,267	0.14	-1,649
350	0.35	470	0.22	-120	369	0.18	-19	Pool	3,488	0.27	5,167	0.22	-1,679	4,908	0.21	-1,420
1,803	1.79	680	0.32	1,123	680	0.32	1,123	Grounds & Landscaping	8,712	0.67	9,270	0.40	-558	8,187	0.35	526
0	0.00	42	0.02	-42	0	0.00	0	Furniture & Fixtures	1,100	0.09	466	0.02	634	626	0.03	474
0	0.00	84	0.04	-84	11	0.01	-11	Painting	46	0.00	932	0.04	-885	537	0.02	-490
0	0.00	0	0.00	0	1,148	0.55	-1,148	Carpet & Floor	507	0.04	2,600	0.11	-2,093	3,031	0.13	-2,524
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	30	0.00	330	0.01	-300	300	0.01	-270
0	0.00	0	0.00	0	27	0.01	-27	Locks & Keys	0	0.00	0	0.00	0	127	0.01	-127
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	0	0.00	0	-197	-0.01	197
213	0.21	212	0.10	1	213	0.10	0	Exterminating	2,088	0.16	2,332	0.10	-244	3,674	0.16	-1,586
0	0.00	0	0.00	0	0	0.00	0	License & Permits	125	0.01	0	0.00	125	217	0.01	-92
34	0.03	0	0.00	34	30	0.01	3	Maintenance Contracts	336	0.03	1,150	0.05	-814	1,112	0.05	-776
0	0.00	0	0.00	0	0	0.00	0	Fire & Safety	4,362	0.34	4,239	0.18	123	5,288	0.22	-927
0	0.00	0	0.00	0	0	0.00	0	Elevator	4,596	0.36	3,993	0.17	604	3,993	0.17	604
2,828	2.80	3,222	1.53	-395	6,310	3.00	-3,482	Total Operating - R & M	34,201	2.64	53,310	2.29	-19,109	57,727	2.45	-23,526
9,010	8.92	10,850	5.16	-1,840	13,685	6.50	-4,675	Total Expenses- R & M	111,739	8.64	139,595	5.99	-27,855	141,323	6.00	-29,583

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,909	3.87	5,576	2.65	-1,667	5,048	2.40	-1,138	Electricity	46,131	3.57	61,662	2.65	-15,531	58,948	2.50	-12,817
579	0.57	952	0.45	-373	776	0.37	-197	Gas	6,252	0.48	8,649	0.37	-2,397	7,917	0.34	-1,665
2,088	2.07	2,302	1.09	-214	3,118	1.48	-1,031	Water & Sewer	23,983	1.85	28,834	1.24	-4,851	29,759	1.26	-5,776
310	0.31	781	0.37	-472	930	0.44	-620	Waste Removal	4,663	0.36	8,595	0.37	-3,932	11,154	0.47	-6,491
6,885	6.82	9,611	4.57	-2,726	9,872	4.69	-2,987	Total Expenses- Utilities	81,029	6.27	107,740	4.63	-26,711	107,777	4.58	-26,748

12/10/2020 at 3:12:47 PM

Page 17 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,760	5.83	12,924	6.03	-8,165	12,877	6.00	-8,118	Franchise Fees/ Royalties	100,400	5.79	178,667	6.02	-78,267	179,002	6.03	-78,602
3,173	3.89	8,616	4.02	-5,443	8,585	4.00	-5,412	Advertising	66,933	3.86	119,111	4.01	-52,178	119,415	4.02	-52,481
0	0.00	105	0.05	-105	0	0.00	0	Reservations	812	0.05	1,393	0.05	-581	1,510	0.05	-698
2,413	2.96	7,100	3.31	-4,687	7,032	3.28	-4,619	Frequent Traveler	58,644	3.38	91,800	3.09	-33,156	99,408	3.35	-40,764
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	289	0.02	0	0.00	289	1,200	0.04	-911
10,345	12.68	28,746	13.40	-18,400	28,494	13.28	-18,149	Total Franchise Fees Expense	227,079	13.10	390,972	13.17	-163,893	400,536	13.49	-173,457

12/10/2020 at 3:12:47 PM

Page 18 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,112	2.50	5,479	2.50	-3,367	5,464	2.50	-3,352	Management Fees	43,927	2.50	75,577	2.50	-31,650	75,740	2.50	-31,813
4,236	5.01	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,213	0.87	0	0.00	15,213	0	0.00	15,213
6,348	7.51	5,479	2.50	870	5,464	2.50	884	Total Management Fees Expense	59,140	3.37	75,577	2.50	-16,437	75,740	2.50	-16,600

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
23,621	27.95	23,621	10.78	0	22,989	10.52	632	Ground Lease	255,408	14.54	254,144	8.41	1,264	247,957	8.18	7,451
8,117	9.61	8,766	4.00	-649	8,117	3.71	0	FF & E Reserve	89,291	5.08	120,923	4.00	-31,632	96,130	3.17	-6,839
7,907	9.36	7,907	3.61	0	8,078	3.70	-172	Real Estate Tax	86,973	4.95	86,973	2.88	0	88,863	2.93	-1,890
486	0.58	486	0.22	0	208	0.10	278	Personal Property Tax	5,505	0.31	5,348	0.18	157	5,568	0.18	-64
4,443	5.26	4,185	1.91	258	3,998	1.83	445	Insurance	47,339	2.69	45,960	1.52	1,379	44,113	1.46	3,226
44,574	52.75	44,965	20.52	-391	43,390	19.85	1,184	TOTAL FIXED EXPENSES	484,516	27.57	513,349	16.98	-28,833	482,632	15.93	1,884

12/10/2020 at 3:12:47 PM

Page 20 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	433	0.20	-433	10,857	4.97	-10,857	Owners Expense	27,937	1.59	4,767	0.16	23,170	16,429	0.54	11,509
32,426	38.37	0	0.00	32,426	32,426	14.84	0	Depreciation	356,686	20.30	0	0.00	356,686	356,686	11.77	0
2,035	2.41	0	0.00	2,035	2,035	0.93	0	Amortization Expense	22,385	1.27	0	0.00	22,385	22,385	0.74	0
18,916	22.39	18,916	8.63	0	18,800	8.60	116	Interest Expense	207,799	11.83	208,076	6.88	-277	209,583	6.92	-1,784
0	0.00	2,192	1.00	-2,192	2,186	1.00	-2,186	Asset Management Fee	9,298	0.53	30,231	1.00	-20,933	30,295	1.00	-20,997
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-20	0.00	0	0.00	-20	-374	-0.01	354
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	2,157	0.12	0	0.00	2,157	8,457	0.28	-6,300
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-15,107	-0.50	15,107
1,379		0		1,379	0		1,379	Ground Lease Tax	12,414		0		12,414	0		12,414
54,756	64.80	21,541	9.83	33,215	66,304	30.34	-11,548	Total Other	638,655	36.35	243,073	8.04	395,582	628,353	20.74	10,302

12/10/2020 at 3:12:47 PM

Page 21 of 22

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,060		3,060		0	3,060		0	Total Rooms Available	34,170		34,170		0	34,068		102
1,446		2,817		-1,371	2,817		-1,371	Total Rooms Sold	17,972		29,806		-11,834	29,609		-11,637
47.25%		92.06%		-44.80%	92.06%		-44.80%	Occupancy %	52.60%		87.23%		-34.63%	86.91%		-34.32%
107.32		119.35		-12.02	119.35		-12.03	Average Rate	127.19		133.12		-5.92	131.87		-4.68
50.72		109.87		-59.15	109.87		-59.16	REVPAR	66.90		116.11		-49.22	114.61		-47.71
REVENUES																
155,191	98.82	336,204	98.66	-181,013	336,212	98.12	-181,021	ROOMS	2,285,934	98.44	3,967,636	98.77	-1,681,702	3,904,582	98.73	-1,618,647
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,850	1.18	4,579	1.34	-2,728	6,428	1.88	-4,578	MISCELLANEOUS	36,325	1.56	49,345	1.23	-13,020	50,233	1.27	-13,908
157,041	100.00	340,782	100.00	-183,741	342,640	100.00	-185,599	TOTAL REVENUES	2,322,259	100.00	4,016,981	100.00	-1,694,722	3,954,815	100.00	-1,632,555
DEPARTMENT EXPENSES																
34,936	22.51	67,745	20.15	-32,809	66,478	19.77	-31,542	ROOMS EXPENSE	393,850	17.23	733,006	18.47	-339,156	727,368	18.63	-333,518
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
505	27.31	1,222	26.69	-717	1,513	23.53	-1,008	MISCELLANEOUS EXPENSE	6,413	17.65	12,801	25.94	-6,388	13,020	25.92	-6,607
35,441	22.57	68,967	20.24	-33,526	67,991	19.84	-32,549	TOTAL DEPARTMENTAL EXPENSES	400,263	17.24	745,807	18.57	-345,545	740,388	18.72	-340,126
DEPARTMENTAL PROFIT																
120,254	77.49	268,458	79.85	-148,204	269,734	80.23	-149,480	ROOMS PROFIT	1,892,084	82.77	3,234,630	81.53	-1,342,546	3,177,213	81.37	-1,285,129
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,345	72.69	3,357	73.31	-2,012	4,915	76.47	-3,570	MISCELLANEOUS PROFIT	29,912	82.35	36,544	74.06	-6,631	37,213	74.08	-7,301
121,599	77.43	271,815	79.76	-150,216	274,649	80.16	-153,050	TOTAL DEPARTMENTAL PROFIT	1,921,997	82.76	3,271,174	81.43	-1,349,177	3,214,426	81.28	-1,292,430
12,864	8.19	29,186	8.56	-16,323	34,029	9.93	-21,165	A & G EXPENSE	261,010	11.24	333,251	8.30	-72,241	297,001	7.51	-35,991
2,422	1.54	2,374	0.70	48	2,384	0.70	39	TELECOM	24,633	1.06	26,775	0.67	-2,142	29,834	0.75	-5,201
7,234	4.61	10,343	3.04	-3,109	9,155	2.67	-1,921	SALES & MARKETING EXPENSES	88,665	3.82	116,760	2.91	-28,096	99,109	2.51	-10,444
22,389	14.26	46,508	13.65	-24,119	46,934	13.70	-24,546	FRANCHISE FEES	319,875	13.77	533,192	13.27	-213,316	524,139	13.25	-204,263
10,523	6.70	13,496	3.96	-2,973	20,416	5.96	-9,893	MAINTENANCE EXPENSES	118,551	5.10	160,144	3.99	-41,593	164,628	4.16	-46,077
9,160	5.83	10,873	3.19	-1,713	11,168	3.26	-2,008	UTILITIES EXPENSE	99,498	4.28	125,476	3.12	-25,978	121,363	3.07	-21,864
64,590	41.13	112,780	33.09	-48,190	124,085	36.21	-59,495	TOTAL ADMIN EXPENSES	912,232	39.28	1,295,598	32.25	-383,366	1,236,073	31.25	-323,841
57,009	36.30	159,035	46.67	-102,026	150,565	43.94	-93,555	HOUSE PROFIT	1,009,764	43.48	1,975,576	49.18	-965,812	1,978,353	50.02	-968,589

FIXED EXPENSES															
8,163	5.20	8,523	2.50	-360	8,566	2.50	-403 MANAGEMENT FEES	73,271	3.16	100,463	2.50	-27,192	98,861	2.50	-25,590
58,763	37.42	59,373	17.42	-610	55,110	16.08	3,654 FIXED EXPENSES	639,528	27.54	648,558	16.15	-9,029	627,152	15.86	12,376
-9,917	-6.32	91,138	26.74	-101,055	86,889	25.36	-96,806 NET OPERATING INCOME	296,965	12.79	1,226,555	30.53	-929,590	1,252,340	31.67	-955,375
89,350	56.90	40,879	12.00	48,471	112,537	32.84	-23,187 Other	1,011,379	43.55	452,357	11.26	559,022	1,053,105	26.63	-41,726
-99,268	-63.21	50,259	14.75	-149,526	-25,649	-7.49	-73,619 N.I. after Other	-714,414	-30.76	774,198	19.27	-1,488,613	199,235	5.04	-913,650
-50,253		50,259		-100,511	23,366		-73,619 Cash before Depreciation/Amortization	-175,249		774,198		-949,448	738,400		-913,650

12/10/2020 at 3:47:28 PM

Page 1 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
48,043	30.96	173,640	51.65	-125,597	171,377	50.97	-123,333	Rack/ Premium	918,662	40.19	1,708,117	43.05	-789,455	1,616,743	41.41	-698,081
6,950	4.48	9,127	2.71	-2,177	10,174	3.03	-3,224	Corporate	101,164	4.43	305,674	7.70	-204,511	247,251	6.33	-146,088
67,361	43.41	84,054	25.00	-16,693	83,534	24.85	-16,173	Discounts - Other	810,789	35.47	1,104,010	27.83	-293,221	1,161,547	29.75	-350,758
999	0.64	10,395	3.09	-9,396	9,348	2.78	-8,349	Government	56,940	2.49	198,278	5.00	-141,338	195,406	5.00	-138,466
10,232	6.59	26,874	7.99	-16,642	27,755	8.26	-17,523	Locally Negotiated Rate	209,056	9.15	435,427	10.97	-226,371	451,376	11.56	-242,320
133,585	86.08	304,090	90.45	-170,505	302,188	89.88	-168,603	Total Transient Revenue	2,096,610	91.72	3,751,507	94.55	-1,654,896	3,672,323	94.05	-1,575,713
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
21,293	13.72	32,114	9.55	-10,821	30,870	9.18	-9,577	Group- Corporate	183,096	8.01	216,130	5.45	-33,034	209,512	5.37	-26,417
21,293	13.72	32,114	9.55	-10,821	30,870	9.18	-9,577	Total Group Revenue	183,096	8.01	216,130	5.45	-33,034	209,512	5.37	-26,417
312	0.20	0	0.00	312	3,154	0.94	-2,842	Guaranteed No-Show	6,229	0.27	0	0.00	6,229	22,746	0.58	-16,518
155,191	100.00	336,204	100.00	-181,013	336,212	100.00	-181,021	Total Rooms Revenue	2,285,934	100.00	3,967,636	100.00	-1,681,702	3,904,582	100.00	-1,618,647
ROOM STATISTICS																
403	28	1,296	46	-893	1,303	46	-900	Rack/ Premium Rooms	5,986	33	11,268	38	-5,282	10,998	37	-5,012
62	4	85	3	-23	94	3	-32	Corporate Rooms	719	4	2,442	8	-1,723	1,883	6	-1,164
668	46	817	29	-149	811	29	-143	Discounts - Other Rooms	7,626	42	9,226	31	-1,600	9,697	33	-2,071
9	1	85	3	-76	76	3	-67	Government Rooms	470	3	1,780	6	-1,310	1,750	6	-1,280
102	7	254	9	-152	262	9	-160	Locally Negotiated Corporate Rooms	1,603	9	3,293	11	-1,690	3,509	12	-1,906
1,244	86	2,535	90	-1,291	2,546	90	-1,302	Total Transient Stats	16,404	91	28,009	94	-11,605	27,837	94	-11,433
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
202	14	282	10	-80	271	10	-69	Group- Corporate Rooms	1,567	9	1,797	6	-230	1,772	6	-205
202	14	282	10	-80	271	10	-69	Total Group Stats	1,567	9	1,797	6	-230	1,772	6	-205
1,446	100	2,817	100	-1,371	2,817	100	-1,371	TOTAL ROOM STATISTICS	17,971	100	29,806	100	-11,835	29,609	100	-11,638
Other Room Stats																
2	0	0	0	2	0	0	2	Comp Rooms	16	0	0	0	16	55	0	-39
970	67	0	0	970	1,664	59	-694	Single Occupancy	11,651	65	0	0	11,651	18,933	64	-7,282
474	33	0	0	474	1,153	41	-679	Multiple Occupancy	6,390	36	0	0	6,390	10,463	35	-4,073

0	0	0	0	0	0	0	0 GNS Stats	0	0	0	0	0	2	0	-2
85	6	0	0	85	46	2	39 Out of Order Rooms	1,186	7	0	0	1,186	205	1	981
2,131	147	0	0	2,131	4,352	154	-2,221 # of Guests	25,934	144	0	0	25,934	42,803	145	-16,869

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
119.21		134.00		-14.79	131.52		-12.31	Rack/Premium ADR	153.47		151.59		1.88	147.00		6.47
112.09		108.00		4.09	108.24		3.86	Corporate ADR	140.70		125.17		15.53	131.31		9.39
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
100.84		102.89		-2.05	103.00		-2.16	Discount ADR	106.32		119.66		-13.35	119.78		-13.47
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
111.00		123.00		-12.00	123.00		-12.00	Government ADR	121.15		111.37		9.78	111.66		9.49
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
100.31		106.00		-5.69	105.93		-5.62	Local Negotiated ADR	130.42		132.23		-1.82	128.63		1.78
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
107.38		119.94		-12.56	118.69		-11.31	Total Transient ADR	127.81		133.94		-6.13	131.92		-4.11
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
105.41		114.00		-8.59	113.91		-8.50	Group - Corporate ADR	116.84		120.30		-3.46	118.23		-1.39
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
105.41		114.00		-8.59	113.91		-8.50	Total Group ADR	116.84		120.30		-3.46	118.23		-1.39

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
0	0.00	0	0.00	0	-1,209	-0.43	1,209	FOM/Guest Service Mgr	0	0.00	0	0.00	0	31,529	1.06	-31,529
4,757	3.29	6,197	2.20	-1,440	7,127	2.53	-2,370	FD/ Guest Service Reps	33,649	1.87	65,572	2.20	-31,923	61,762	2.09	-28,113
0	0.00	3,313	1.18	-3,313	2,880	1.02	-2,880	Executive Housekeeper	6,290	0.35	36,018	1.21	-29,728	34,073	1.15	-27,784
1,993	1.38	1,033	0.37	960	1,367	0.49	626	Asst Exec Housekeeper/ Inspectress	6,194	0.34	14,960	0.50	-8,766	11,156	0.38	-4,962
5,018	3.47	12,237	4.34	-7,219	14,062	4.99	-9,044	Housekeepers	71,352	3.97	129,477	4.34	-58,125	128,507	4.34	-57,155
689	0.48	2,477	0.88	-1,788	2,078	0.74	-1,389	Housemen	10,214	0.57	26,206	0.88	-15,992	20,499	0.69	-10,285
1,373	0.95	3,467	1.23	-2,094	2,156	0.77	-783	Laundry	15,552	0.87	36,685	1.23	-21,133	27,407	0.93	-11,855
0	0.00	2,205	0.78	-2,205	2,224	0.79	-2,224	Comp Breakfast Hostess	5,674	0.32	24,626	0.83	-18,952	23,897	0.81	-18,222
2,894	2.00	2,520	0.89	374	1,930	0.69	964	Night Audit	30,779	1.71	29,232	0.98	1,547	25,685	0.87	5,094
1,452	1.00	2,884	1.02	-1,432	2,713	0.96	-1,261	Payroll Taxes	15,223	0.85	31,211	1.05	-15,988	31,192	1.05	-15,969
910	0.63	1,119	0.40	-210	979	0.35	-70	Employee Benefits	11,971	0.67	12,309	0.41	-338	9,165	0.31	2,806
1,220	0.84	750	0.27	470	149	0.05	1,072	Vacation /PTO	14,784	0.82	8,250	0.28	6,534	7,611	0.26	7,173
529	0.37	968	0.34	-439	915	0.32	-386	Holiday	3,755	0.21	4,840	0.16	-1,085	4,960	0.17	-1,204
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	4,750	0.16	-4,750	6,316	0.21	-6,316
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	10,024	0.34	-10,024
20,834	14.41	39,170	13.90	-18,335	37,372	13.27	-16,537	Total P/R & R/Benefits- Rooms	225,437	12.54	424,136	14.23	-198,699	433,782	14.65	-208,345
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	169	0.06	-169	151	0.05	-151	Newspapers	257	0.01	1,788	0.06	-1,532	1,663	0.06	-1,406
3,208	2.22	11,268	4.00	-8,060	11,863	4.21	-8,655	Comp Breakfast	46,398	2.58	119,224	4.00	-72,826	107,536	3.63	-61,138
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	700	0.04	1,000	0.03	-300	2,977	0.10	-2,276
263	0.18	0	0.00	263	63	0.02	200	Laundry Supplies	944	0.05	0	0.00	944	501	0.02	443
140	0.10	1,549	0.55	-1,409	641	0.23	-501	Linen Supplies	6,163	0.34	16,393	0.55	-10,230	12,955	0.44	-6,791
1,500	1.04	1,820	0.65	-320	1,501	0.53	0	Cable TV	15,732	0.88	20,020	0.67	-4,288	20,885	0.71	-5,153
361	0.25	370	0.13	-10	360	0.13	1	HSIA Support	3,868	0.22	4,070	0.14	-202	4,450	0.15	-582
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.13	-3,750	66	0.00	-66
831	0.57	986	0.35	-155	1,257	0.45	-426	Reservations Expense	10,122	0.56	10,432	0.35	-310	12,641	0.43	-2,519
836	0.58	2,817	1.00	-1,981	1,908	0.68	-1,072	Guest Room Supplies	12,084	0.67	29,806	1.00	-17,722	28,408	0.96	-16,324
977	0.68	789	0.28	189	1,474	0.52	-497	Cleaning Supplies	6,525	0.36	8,346	0.28	-1,821	9,665	0.33	-3,140
1,695	1.17	441	0.16	1,254	1,050	0.37	645	Ecolab Core Supplies	5,260	0.29	5,017	0.17	243	5,569	0.19	-309
3,817	2.64	8,028	2.85	-4,211	8,508	3.02	-4,691	Travel Agents Commission	55,734	3.10	84,947	2.85	-29,213	81,825	2.76	-26,091
134	0.09	338	0.12	-204	330	0.12	-196	Uniforms	991	0.06	3,577	0.12	-2,586	3,754	0.13	-2,763
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	740	0.04	500	0.02	240	695	0.02	46
340	0.23	0	0.00	340	0	0.00	340	COVID 19 Supplies	2,895	0.16	0	0.00	2,895	0	0.00	2,895
14,102	9.75	28,576	10.14	-14,474	29,106	10.33	-15,004	Total Operating - Rooms	168,413	9.37	308,870	10.36	-140,458	293,586	9.92	-125,173
34,936	24.16	67,745	24.05	-32,809	66,478	23.60	-31,542	Total Expenses- Rooms	393,850	21.91	733,006	24.59	-339,156	727,368	24.57	-333,518
120,254	83.16	268,458	95.30	-148,204	269,734	95.75	-149,480	Net Income- Rooms	1,892,084	105.28	3,234,630	108.52	-1,342,546	3,177,213	107.31	-1,285,129

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)
 For Property: Hampton Inn Stuart (Capstone)
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:47:28 PM

Page 7 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/10/2020 at 3:47:28 PM

Page 9 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)
For Property: Hampton Inn Stuart (Capstone)
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	0	0.00	0
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	55	0.00	-55	0	0.00	0
54	0.00	141	0.00	-86	104	0.00	-50	Internet Access Fees	866	0.00	1,490	0.00	-624	1,089	0.00	-223
54	0.00	146	0.00	-91	104	0.00	-50	Total Phone Revenues	866	0.00	1,545	0.00	-679	1,089	0.00	-223
COS- Communication																
1,439	0.92	1,100	0.32	339	1,176	0.34	263	COS-Local	15,010	0.65	12,100	0.30	2,910	12,078	0.31	2,932
65	0.00	120	2,400.00	-55	120	0.00	-55	COS-Long Distance	711	0.00	1,320	2,400.00	-609	3,418	#####	-2,707
873	1,602.46	1,200	851.97	-327	1,192	1,146.55	-319	COS-HSIA ISP	8,889	1,026.09	13,200	885.73	-4,311	14,146	1,299.01	-5,258
2,377	0.00	2,420	0.00	-43	2,488	0.00	-111	Total COS- Comm	24,609	0.00	26,620	0.00	-2,011	29,642	0.00	-5,033
-2,322	0.00	-2,274	0.00	-48	-2,384	0.00	61	Gross Margin- Comm	-23,743	0.00	-25,075	0.00	1,332	-28,553	0.00	4,810
Operating Expenses																
100	0.00	100	0.00	0	0	0.00	100	Equipment Cost	890	0.00	1,100	0.00	-210	690	0.00	200
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	0	0.00	600	0.00	-600	591	0.00	-591
100	0.00	100	0.00	0	0	0.00	100	Total Operating - Comm	890	0.00	1,700	0.00	-810	1,281	0.00	-391
2,422	0.00	2,374	0.00	48	2,384	0.00	39	N.I.- Comm Dept	24,633	0.00	26,775	0.00	-2,142	29,834	0.00	-5,201

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	100	3.05	-100	47	0.90	-47	Laundry/Valet	47	0.15	925	2.64	-878	688	1.85	-641
0	0.00	0	0.00	0	2,702	52.05	-2,702	Gift Shop Sales	0	0.00	0	0.00	0	23,572	63.44	-23,572
113	9.80	300	9.15	-187	132	2.54	-19	Vending	1,535	4.91	3,400	9.70	-1,865	3,001	8.08	-1,466
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	75	0.24	0	0.00	75	266	0.72	-191
1	0.09	0	0.00	1	26	0.50	-25	Miscellaneous	1	0.00	0	0.00	1	26	0.07	-25
0	0.00	550	16.78	-550	2,224	42.84	-2,224	Late Cancellation Income	11,688	37.40	6,050	17.26	5,638	8,481	22.82	3,207
250	21.73	75	2.29	175	0	0.00	250	Smoking Fee	2,691	8.61	825	2.35	1,866	525	1.41	2,166
0	0.00	0	0.00	0	60	1.16	-60	Tax Discounts Earned	330	1.06	0	0.00	330	600	1.61	-270
787	68.38	2,254	68.74	-1,467	0	0.00	787	Market Sales	14,883	47.63	23,845	68.04	-8,962	0	0.00	14,883
1,150	100.00	3,279	100.00	-2,128	5,190	100.00	-4,040	Total Miscellaneous Revenues	31,250	100.00	35,045	100.00	-3,795	37,159	100.00	-5,909
COSales- Miscellaneous																
0	0.00	95	95.00	-95	128	273.27	-128	COS-Laundry/Valet	0	0.00	879	95.00	-879	500	72.62	-500
0	0.00	0	0.00	0	1,385	51.25	-1,385	COS-Gift Shop	583	0.00	0	0.00	583	12,520	53.12	-11,938
505	64.23	1,127	50.00	-622	0	0.00	505	COS- Market	5,830	39.17	11,922	50.00	-6,092	0	0.00	5,830
505	43.92	1,222	37.27	-717	1,513	29.15	-1,008	Total COS- Miscellaneous	6,413	20.52	12,801	36.53	-6,388	13,020	35.04	-6,607
700	100.00	1,300	100.00	-600	1,238	100.00	-538	Banquet Room Rental	5,075	100.00	14,300	100.00	-9,225	13,074	100.00	-7,999
700	100.00	1,300	100.00	-600	1,238	100.00	-538	Total Meeting Room Revenues	5,075	100.00	14,300	100.00	-9,225	13,074	100.00	-7,999
Cost of Sales- Meeting Room																
1,345	116.93	3,357	102.39	-2,012	4,915	94.70	-3,570	Total Miscellaneous Profit	29,912	95.72	36,544	104.28	-6,631	37,213	100.14	-7,301

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
3,439	2.19	5,406	1.59	-1,967	4,771	1.39	-1,332	General Manager	51,713	2.23	58,771	1.46	-7,058	55,631	1.41	-3,919
-1,530	-0.97	3,556	1.04	-5,086	4,731	1.38	-6,261	Assistant General Manager	31,957	1.38	39,705	0.99	-7,748	4,731	0.12	27,226
282	0.18	810	0.24	-528	1,377	0.40	-1,095	Payroll Taxes	7,154	0.31	8,902	0.22	-1,748	5,908	0.15	1,246
520	0.33	1,125	0.33	-605	396	0.12	124	Employee Benefits	5,027	0.22	12,375	0.31	-7,348	5,642	0.14	-615
2,133	1.36	0	0.00	2,133	477	0.14	1,656	Vacation /PTO	12,666	0.55	0	0.00	12,666	477	0.01	12,189
246	0.16	0	0.00	246	407	0.12	-161	Holiday	1,835	0.08	0	0.00	1,835	1,122	0.03	712
0	0.00	1,292	0.38	-1,292	4,342	1.27	-4,342	Bonus/Incentive Pay	4,350	0.19	14,208	0.35	-9,858	12,852	0.32	-8,501
5,090	3.24	12,189	3.58	-7,099	16,501	4.82	-11,412	Total P/R & R/B- A&G	114,702	4.94	133,961	3.33	-19,259	86,363	2.18	28,339
Operating Expenses- A&G																
119	0.08	450	0.13	-331	335	0.10	-216	Employee Relations	2,796	0.12	5,300	0.13	-2,504	5,783	0.15	-2,987
2,000	1.27	2,000	0.59	0	2,000	0.58	0	Accounting Fees	22,000	0.95	22,000	0.55	0	22,000	0.56	0
1,477	0.94	1,517	0.45	-39	1,611	0.47	-133	Data Processing	15,624	0.67	16,683	0.42	-1,059	17,673	0.45	-2,049
52	0.03	282	0.08	-230	937	0.27	-885	Office Supplies	1,611	0.07	2,981	0.07	-1,370	3,762	0.10	-2,152
44	0.03	45	0.01	-1	87	0.03	-44	Muzak	418	0.02	495	0.01	-77	524	0.01	-106
0	0.00	300	0.09	-300	0	0.00	0	Travel & Lodging	935	0.04	6,500	0.16	-5,565	4,938	0.12	-4,003
0	0.00	75	0.02	-75	0	0.00	0	Telephone	112	0.00	825	0.02	-713	200	0.01	-88
0	0.00	200	0.06	-200	102	0.03	-102	Licenses and Permits	2,136	0.09	1,730	0.04	406	1,948	0.05	187
50	0.03	85	0.02	-34	120	0.03	-70	Postage	494	0.02	894	0.02	-400	1,096	0.03	-601
0	0.00	50	0.01	-50	0	0.00	0	Recruitment	729	0.03	1,250	0.03	-521	1,229	0.03	-500
0	0.00	125	0.04	-125	114	0.03	-114	Employment Screening/ Drug Testing	491	0.02	1,375	0.03	-884	1,290	0.03	-799
0	0.00	0	0.00	0	0	0.00	0	Training	570	0.02	0	0.00	570	1,099	0.03	-529
135	0.09	254	0.07	-119	150	0.04	-15	Dues/Subscriptions	1,428	0.06	2,683	0.07	-1,254	3,472	0.09	-2,044
1,666	1.06	8,830	2.59	-7,164	8,976	2.62	-7,310	Credit Card Commissions	65,658	2.83	104,080	2.59	-38,422	103,857	2.63	-38,198
-16	-0.01	0	0.00	-16	0	0.00	-16	Cash Over/Short	2,850	0.12	0	0.00	2,850	2,613	0.07	237
30	0.02	28	0.01	2	0	0.00	30	Equipment Rental	265	0.01	308	0.01	-43	0	0.00	265
406	0.26	350	0.10	56	715	0.21	-309	Payroll Services	4,947	0.21	4,200	0.10	747	7,082	0.18	-2,135
719	0.46	1,017	0.30	-298	869	0.25	-150	Bank Charges	10,420	0.45	11,187	0.28	-767	11,089	0.28	-668
127	0.08	0	0.00	127	0	0.00	127	Chargebacks	1,550	0.07	0	0.00	1,550	5,210	0.13	-3,659
965	0.61	1,391	0.41	-426	1,512	0.44	-547	Workers Comp Insurance	11,272	0.49	16,799	0.42	-5,527	15,774	0.40	-4,502
7,774	4.95	16,997	4.99	-9,223	17,527	5.12	-9,753	Total Operating- A&G	146,307	6.30	199,289	4.96	-52,982	210,638	5.33	-64,330
12,864	8.19	29,186	8.56	-16,323	34,029	9.93	-21,165	Total Expenses- A&G	261,010	11.24	333,251	8.30	-72,241	297,001	7.51	-35,991

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,338	2.13	4,174	1.22	-836	3,318	0.97	20	Sales Manager	44,313	1.91	45,914	1.14	-1,601	42,040	1.06	2,273
498	0.32	1,242	0.36	-744	870	0.25	-372	Revenue Management	7,096	0.31	13,657	0.34	-6,561	9,976	0.25	-2,880
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.02	1,893	0.05	-1,377	0	0.00	516
305	0.19	418	0.12	-113	559	0.16	-255	Payroll Taxes	3,454	0.15	4,454	0.11	-1,000	3,968	0.10	-514
659	0.42	608	0.18	51	574	0.17	85	Employee Benefits	9,302	0.40	6,688	0.17	2,614	6,381	0.16	2,921
831	0.53	0	0.00	831	567	0.17	264	Vacation / PTO	6,053	0.26	0	0.00	6,053	1,323	0.03	4,730
208	0.13	0	0.00	208	189	0.06	19	Holiday	1,004	0.04	0	0.00	1,004	923	0.02	80
0	0.00	937	0.27	-937	1,883	0.55	-1,883	Bonus/Incentive Pay	2,361	0.10	8,131	0.20	-5,770	7,288	0.18	-4,927
5,838	3.72	7,550	2.22	-1,712	7,960	2.32	-2,122	Total P/R & R/B- Sales	74,099	3.19	80,738	2.01	-6,639	71,899	1.82	2,200
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	75	0.00	-75	25	0.00	-25
0	0.00	0	0.00	0	424	0.12	-424	Office Supplies	-78	0.00	75	0.00	-153	582	0.01	-661
0	0.00	100	0.03	-100	5	0.00	-5	Travel & Lodging	210	0.01	2,900	0.07	-2,691	1,959	0.05	-1,750
0	0.00	40	0.01	-40	25	0.01	-25	Meals & Entertainment	100	0.00	440	0.01	-340	493	0.01	-393
0	0.00	500	0.15	-500	81	0.02	-81	Promotions	146	0.01	2,415	0.06	-2,269	886	0.02	-740
0	0.00	50	0.01	-50	0	0.00	0	Telephone	100	0.00	550	0.01	-450	400	0.01	-300
0	0.00	125	0.04	-125	7	0.00	-7	Sales Training	37	0.00	250	0.01	-213	50	0.00	-13
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	4,701	0.20	7,799	0.19	-3,098	4,427	0.11	274
0	0.00	0	0.00	0	0	0.00	0	Trade Show	-248	-0.01	0	0.00	-248	21	0.00	-269
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	0	0.00	127	0.00	-127	0	0.00	0
0	0.00	250	0.07	-250	200	0.06	-200	e Commerce Costs	0	0.00	2,750	0.07	-2,750	2,585	0.07	-2,585
1,396	0.89	1,578	0.46	-182	452	0.13	943	Brand Paid Search	9,598	0.41	16,691	0.42	-7,093	14,980	0.38	-5,381
0	0.00	150	0.04	-150	0	0.00	0	Internet Advertising	0	0.00	1,650	0.04	-1,650	803	0.02	-803
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	300	0.01	-300	0	0.00	0
1,396	0.89	2,793	0.82	-1,397	1,195	0.35	201	Total Operating- Sales	14,566	0.63	36,022	0.90	-21,457	27,210	0.69	-12,644
7,234	4.61	10,343	3.04	-3,109	9,155	2.67	-1,921	Total Expenses-Sales	88,665	3.82	116,760	2.91	-28,096	99,109	2.51	-10,444

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,524	2.44	3,754	1.33	-230	3,382	1.20	142	Chief Engineer	29,505	1.64	41,477	1.39	-11,972	35,942	1.21	-6,438
1,618	1.12	2,027	0.72	-409	1,727	0.61	-109	General Maintenance	18,272	1.02	22,631	0.76	-4,359	19,550	0.66	-1,278
368	0.25	422	0.15	-54	362	0.13	6	Payroll Taxes	3,682	0.20	4,735	0.16	-1,053	4,208	0.14	-526
771	0.53	1,061	0.38	-290	1,004	0.36	-234	Employee Benefits	9,445	0.53	11,671	0.39	-2,226	11,305	0.38	-1,859
262	0.18	0	0.00	262	252	0.09	10	Holiday	977	0.05	0	0.00	977	1,145	0.04	-168
96	0.07	0	0.00	96	166	0.06	-70	Vacation /PTO	3,744	0.21	0	0.00	3,744	2,648	0.09	1,095
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	750	0.03	-750	0	0.00	0
6,638	4.59	7,264	2.58	-626	6,893	2.45	-255	Total P/R & Related Expenses- Maintenance	65,624	3.65	81,264	2.73	-15,640	74,798	2.53	-9,174
Operating Expenses- R & M																
0	0.00	254	0.09	-254	9	0.00	-9	Laundry Equipment	1,090	0.06	2,683	0.09	-1,592	2,269	0.08	-1,179
69	0.05	282	0.10	-213	394	0.14	-325	Building Maintenance	1,445	0.08	2,981	0.10	-1,535	3,237	0.11	-1,791
0	0.00	0	0.00	0	128	0.05	-128	Office Equipment	88	0.00	0	0.00	88	509	0.02	-421
129	0.09	225	0.08	-96	178	0.06	-48	Light Bulbs	834	0.05	2,384	0.08	-1,550	2,182	0.07	-1,348
381	0.26	310	0.11	71	669	0.24	-289	Electrical & Mechanical	6,786	0.38	3,279	0.11	3,507	3,380	0.11	3,406
45	0.03	845	0.30	-800	1,664	0.59	-1,619	HVAC	7,386	0.41	8,942	0.30	-1,556	8,710	0.29	-1,324
247	0.17	375	0.13	-128	1,214	0.43	-967	Plumbing & Boiler	7,445	0.41	8,301	0.28	-856	4,945	0.17	2,500
461	0.32	550	0.20	-89	1,391	0.49	-930	Pool	1,758	0.10	6,050	0.20	-4,292	10,518	0.36	-8,761
1,000	0.69	1,850	0.66	-850	2,360	0.84	-1,360	Grounds & Landscaping	11,437	0.64	20,350	0.68	-8,913	25,846	0.87	-14,409
0	0.00	28	0.01	-28	0	0.00	0	Signage	12	0.00	298	0.01	-286	200	0.01	-188
0	0.00	254	0.09	-254	526	0.19	-526	Furniture & Fixtures	1,701	0.09	2,683	0.09	-982	3,610	0.12	-1,910
58	0.04	85	0.03	-26	28	0.01	30	Painting	830	0.05	894	0.03	-64	1,142	0.04	-312
0	0.00	100	0.04	-100	2,900	1.03	-2,900	Carpet & Floor	30	0.00	2,800	0.09	-2,770	6,126	0.21	-6,096
0	0.00	56	0.02	-56	0	0.00	0	Window Treatments	0	0.00	596	0.02	-596	0	0.00	0
0	0.00	56	0.02	-56	0	0.00	0	Telephone	200	0.01	596	0.02	-396	0	0.00	200
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	0	0.00	100	0.00	-100	0	0.00	0
0	0.00	169	0.06	-169	0	0.00	0	Locks & Keys	365	0.02	1,788	0.06	-1,424	1,728	0.06	-1,363
0	0.00	28	0.01	-28	0	0.00	0	Radio & TV	0	0.00	298	0.01	-298	538	0.02	-538
178	0.12	265	0.09	-87	479	0.17	-302	Exterminating	1,418	0.08	2,915	0.10	-1,497	3,148	0.11	-1,730
10	0.01	0	0.00	10	200	0.07	-190	License & Permits	10	0.00	0	0.00	10	500	0.02	-490
175	0.12	100	0.04	75	53	0.02	122	Maintenance Contracts	1,330	0.07	1,100	0.04	230	1,269	0.04	61
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	30	0.00	0	0.00	30	0	0.00	30
215	0.15	400	0.14	-185	215	0.08	0	Fire & Safety	4,306	0.24	5,600	0.19	-1,294	4,728	0.16	-422
916	0.63	0	0.00	916	1,116	0.40	-200	Elevator	4,428	0.25	4,243	0.14	185	5,243	0.18	-815
3,884	2.69	6,232	2.21	-2,348	13,523	4.80	-9,639	Total Operating - R & M	52,927	2.94	78,881	2.65	-25,953	89,830	3.03	-36,903
10,523	7.28	13,496	4.79	-2,973	20,416	7.25	-9,893	Total Expenses- R & M	118,551	6.60	160,144	5.37	-41,593	164,628	5.56	-46,077

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,101	3.53	6,825	2.42	-1,724	6,258	2.22	-1,157	Electricity	60,805	3.38	80,916	2.71	-20,111	74,163	2.50	-13,358
764	0.53	1,244	0.44	-480	1,469	0.52	-705	Gas	8,689	0.48	11,412	0.38	-2,723	11,979	0.40	-3,291
2,420	1.67	2,144	0.76	276	2,667	0.95	-247	Water & Sewer	22,661	1.26	25,888	0.87	-3,227	27,707	0.94	-5,046
874	0.60	660	0.23	214	773	0.27	101	Waste Removal	7,344	0.41	7,260	0.24	84	7,513	0.25	-169
9,160	6.33	10,873	3.86	-1,713	11,168	3.96	-2,008	Total Expenses- Utilities	99,498	5.54	125,476	4.21	-25,978	121,363	4.10	-21,864

12/10/2020 at 3:47:28 PM

Page 17 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,311	6.00	20,205	6.01	-10,894	20,001	5.95	-10,689	Franchise Fees/ Royalties	144,748	6.33	238,421	6.01	-93,674	234,450	6.00	-89,703
6,564	4.23	13,470	4.01	-6,906	13,000	3.87	-6,436	Advertising	97,036	4.24	158,947	4.01	-61,911	156,019	4.00	-58,983
6,513	4.20	12,733	3.79	-6,220	13,934	4.14	-7,420	Frequent Traveler	77,502	3.39	134,723	3.40	-57,222	132,979	3.41	-55,478
0	0.00	100	0.03	-100	0	0.00	0	Brand Guest Fees	590	0.03	1,100	0.03	-510	690	0.02	-100
22,389	14.43	46,508	13.83	-24,119	46,934	13.96	-24,546	Total Franchise Fees Expense	319,875	13.99	533,192	13.44	-213,316	524,139	13.42	-204,263

12/10/2020 at 3:47:28 PM

Page 18 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,926	2.50	8,523	2.50	-4,597	8,566	2.50	-4,640	Management Fees	58,058	2.50	100,463	2.50	-42,405	98,861	2.50	-40,803
4,237	2.70	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,213	0.66	0	0.00	15,213	0	0.00	15,213
8,163	5.20	8,523	2.50	-360	8,566	2.50	-403	Total Management Fees Expense	73,271	3.16	100,463	2.50	-27,192	98,861	2.50	-25,590

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,198	16.68	26,198	7.69	0	25,497	7.44	701	Ground Lease	283,271	12.20	281,869	7.02	1,402	275,007	6.95	8,264
12,355	7.87	13,593	3.99	-1,238	12,355	3.61	0	FF & E Reserve	135,908	5.85	149,523	3.72	-13,615	150,009	3.79	-14,101
14,649	9.33	14,649	4.30	0	13,488	3.94	1,161	Real Estate Tax	161,142	6.94	161,142	4.01	0	148,367	3.75	12,774
804	0.51	804	0.24	0	-341	-0.10	1,145	Personal Property Tax	9,062	0.39	8,843	0.22	219	6,550	0.17	2,512
4,757	3.03	4,129	1.21	628	4,111	1.20	646	Insurance	50,146	2.16	47,181	1.17	2,965	47,218	1.19	2,928
58,763	37.42	59,373	17.42	-610	55,110	16.08	3,654	TOTAL FIXED EXPENSES	639,528	27.54	648,558	16.15	-9,029	627,152	15.86	12,376

12/10/2020 at 3:47:28 PM

Page 20 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	18,391	5.37	-18,391	Owners Expense	21,979	0.95	0	0.00	21,979	21,780	0.55	199
45,395	28.91	0	0.00	45,395	45,395	13.25	0	Depreciation	499,345	21.50	0	0.00	499,345	499,345	12.63	0
3,620	2.31	0	0.00	3,620	3,620	1.06	0	Amortization Expense	39,820	1.71	0	0.00	39,820	39,820	1.01	0
37,470	23.86	37,470	11.00	0	37,239	10.87	231	Interest Expense	411,618	17.72	412,172	10.26	-554	415,135	10.50	-3,517
0	0.00	3,409	1.00	-3,409	3,426	1.00	-3,426	Asset Management Fee	10,121	0.44	40,185	1.00	-30,064	39,548	1.00	-29,427
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-87	0.00	0	0.00	-87	0	0.00	-87
1,336	0.85	0	0.00	1,336	4,467	1.30	-3,131	Extraordinary Expenses	14,815	0.64	0	0.00	14,815	36,819	0.93	-22,004
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	632	0.02	-632
1,530	0.00	0	0.00	1,530	0	0.00	1,530	Ground Lease Tax	13,768	0.00	0	0.00	13,768	0	0.00	13,768
0	0.00	0	0.00	0	0	0.00	0	Metro & County Business Tax	0	0.00	0	0.00	0	26	0.00	-26
89,350	56.90	40,879	12.00	48,471	112,537	32.84	-23,187	Total Other	1,011,379	43.55	452,357	11.26	559,022	1,053,105	26.63	-41,726

12/10/2020 at 3:47:28 PM

Page 21 of 22

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,930		3,930		0	3,930		0	Total Rooms Available	43,885		43,885		0	43,754		131
1,041		2,153		-1,112	2,088		-1,047	Total Rooms Sold	12,345		30,613		-18,268	30,184		-17,839
26.49%		54.78%		-28.30%	53.13%		-26.64%	Occupancy %	28.13%		69.76%		-41.63%	68.99%		-40.86%
64.77		107.31		-42.54	109.04		-44.27	Average Rate	89.86		118.76		-28.90	115.27		-25.41
17.16		58.79		-41.63	57.93		-40.78	REVPAR	25.28		82.84		-57.56	79.52		-54.24
REVENUES																
67,425	97.41	231,032	95.73	-163,607	227,680	97.78	-160,255	ROOMS	1,109,284	96.11	3,635,494	96.48	-2,526,210	3,479,288	96.61	-2,370,004
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,790	2.59	10,317	4.27	-8,527	5,161	2.22	-3,371	MISCELLANEOUS	44,958	3.89	132,488	3.52	-87,531	121,943	3.39	-76,986
69,215	100.00	241,349	100.00	-172,134	232,841	100.00	-163,626	TOTAL REVENUES	1,154,242	100.00	3,767,982	100.00	-2,613,740	3,601,232	100.00	-2,446,990
DEPARTMENT EXPENSES																
35,633	52.85	70,612	30.56	-34,979	68,947	30.28	-33,313	ROOMS EXPENSE	393,780	35.50	928,458	25.54	-534,678	927,128	26.65	-533,347
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
293	16.37	1,702	16.50	-1,409	1,173	22.73	-880	MISCELLANEOUS EXPENSE	6,924	15.40	21,865	16.50	-14,941	23,826	19.54	-16,902
35,926	51.91	72,314	29.96	-36,388	70,120	30.11	-34,194	TOTAL DEPARTMENTAL EXPENSES	400,704	34.72	950,323	25.22	-549,619	950,953	26.41	-550,249
DEPARTMENTAL PROFIT																
31,792	47.15	160,420	69.44	-128,628	158,734	69.72	-126,942	ROOMS PROFIT	715,504	64.50	2,707,036	74.46	-1,991,532	2,552,161	73.35	-1,836,657
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,497	83.63	8,615	83.50	-7,117	3,988	77.27	-2,490	MISCELLANEOUS PROFIT	38,034	84.60	110,624	83.50	-72,590	98,118	80.46	-60,084
33,289	48.09	169,034	70.04	-135,746	162,721	69.89	-129,432	TOTAL DEPARTMENTAL PROFIT	753,538	65.28	2,817,659	74.78	-2,064,121	2,650,278	73.59	-1,896,740
21,746	31.42	31,550	13.07	-9,804	35,972	15.45	-14,226	A & G EXPENSE	284,646	24.66	384,524	10.21	-99,878	373,139	10.36	-88,494
3,551	5.13	2,435	1.01	1,116	2,454	1.05	1,097	TELECOM	31,452	2.72	26,785	0.71	4,667	27,017	0.75	4,435
-326	-0.47	15,906	6.59	-16,232	14,731	6.33	-15,057	SALES & MARKETING EXPENSES	76,246	6.61	149,624	3.97	-73,378	140,853	3.91	-64,607
7,773	11.23	32,681	13.54	-24,908	19,989	8.58	-12,216	FRANCHISE FEES	156,996	13.60	512,384	13.60	-355,388	481,117	13.36	-324,121
6,825	9.86	16,753	6.94	-9,928	14,397	6.18	-7,571	MAINTENANCE EXPENSES	128,001	11.09	189,796	5.04	-61,795	179,922	5.00	-51,921
12,863	18.58	12,785	5.30	78	12,564	5.40	300	UTILITIES EXPENSE	114,111	9.89	154,877	4.11	-40,766	153,726	4.27	-39,614
52,433	75.75	112,110	46.45	-59,677	100,106	42.99	-47,673	TOTAL ADMIN EXPENSES	791,452	68.57	1,417,991	37.63	-626,539	1,355,773	37.65	-564,321
-19,144	-27.66	56,925	23.59	-76,069	62,615	26.89	-81,759	HOUSE PROFIT	-37,914	-3.28	1,399,668	37.15	-1,437,583	1,294,505	35.95	-1,332,419

FIXED EXPENSES															
5,965	8.62	6,038	2.50	-72	5,821	2.50	144 MANAGEMENT FEES	44,096	3.82	94,244	2.50	-50,147	90,033	2.50	-45,936
52,867	76.38	62,652	25.96	-9,785	66,718	28.65	-13,851 FIXED EXPENSES	681,039	59.00	730,145	19.38	-49,106	722,609	20.07	-41,570
-77,977	-112.66	-11,765	-4.87	-66,212	-9,924	-4.26	-68,052 NET OPERATING INCOME	-763,050	-66.11	575,280	15.27	-1,338,330	481,863	13.38	-1,244,912
86,562	125.06	35,910	14.88	50,652	94,506	40.59	-7,944 Other	939,714	81.41	406,136	10.78	533,578	1,008,048	27.99	-68,335
-164,538	-237.72	-47,674	-19.75	-116,864	-104,430	-44.85	-60,108 N.I. after Other	-1,702,763	-147.52	169,144	4.49	-1,871,907	-526,186	-14.61	-1,176,578
-116,575		-47,674		-68,901	-56,467		-60,108 Cash before Depreciation/Amortization	-1,175,170		169,144		-1,344,314	1,407		-1,176,578

12/15/2020 at 7:28:56 AM

Page 1 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
14,157	21.00	78,044	33.78	-63,887	78,159	34.33	-64,002	Rack/ Premium	365,810	32.98	1,140,720	31.38	-774,910	1,226,401	35.25	-860,590
1,214	1.80	46,504	20.13	-45,289	42,266	18.56	-41,052	Corporate	105,786	9.54	609,484	16.76	-503,698	550,912	15.83	-445,126
44,656	66.23	63,383	27.43	-18,727	70,749	31.07	-26,094	Discounts - Other	460,939	41.55	1,170,874	32.21	-709,935	1,058,986	30.44	-598,047
0	0.00	9,494	4.11	-9,494	2,355	1.03	-2,355	Government	6,759	0.61	156,257	4.30	-149,498	57,717	1.66	-50,958
5,094	7.56	23,919	10.35	-18,825	11,483	5.04	-6,389	Locally Negotiated Rate	86,504	7.80	208,374	5.73	-121,870	216,145	6.21	-129,641
-75	-0.11	0	0.00	-75	-201	-0.09	125	Allowances	-3,306	-0.30	0	0.00	-3,306	-7,617	-0.22	4,312
65,045	96.47	221,344	95.81	-156,298	204,812	89.96	-139,767	Total Transient Revenue	1,022,493	92.18	3,285,709	90.38	-2,263,216	3,102,543	89.17	-2,080,050
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
2,085	3.09	9,688	4.19	-7,603	21,377	9.39	-19,292	Group- Corporate	78,761	7.10	349,785	9.62	-271,025	359,678	10.34	-280,918
2,085	3.09	9,688	4.19	-7,603	21,377	9.39	-19,292	Total Group Revenue	78,761	7.10	349,785	9.62	-271,025	359,678	10.34	-280,918
294	0.44	0	0.00	294	1,490	0.65	-1,196	Guaranteed No-Show	8,031	0.72	0	0.00	8,031	17,067	0.49	-9,036
67,425	100.00	231,032	100.00	-163,607	227,680	100.00	-160,255	Total Rooms Revenue	1,109,284	100.00	3,635,494	100.00	-2,526,210	3,479,288	100.00	-2,370,004
ROOM STATISTICS																
188	18	624	29	-436	554	27	-366	Rack/ Premium Rooms	3,043	25	8,060	26	-5,017	8,269	27	-5,226
16	2	431	20	-415	388	19	-372	Corporate Rooms	979	8	5,268	17	-4,289	4,979	16	-4,000
720	69	689	32	31	762	36	-42	Discounts - Other Rooms	6,406	52	11,216	37	-4,810	10,907	36	-4,501
0	0	65	3	-65	15	1	-15	Government Rooms	54	0	984	3	-930	379	1	-325
90	9	237	11	-147	116	6	-26	Locally Negotiated Corporate Rooms	1,118	9	1,982	6	-864	2,174	7	-1,056
1,014	97	2,045	95	-1,031	1,835	88	-821	Total Transient Stats	11,600	94	27,511	90	-15,911	26,708	88	-15,108
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
27	3	108	5	-81	253	12	-226	Group- Corporate Rooms	745	6	3,102	10	-2,357	3,476	12	-2,731
27	3	108	5	-81	253	12	-226	Total Group Stats	745	6	3,102	10	-2,357	3,476	12	-2,731
1,041	100	2,153	100	-1,112	2,088	100	-1,047	TOTAL ROOM STATISTICS	12,345	100	30,613	100	-18,268	30,184	100	-17,839
Other Room Stats																
6	1	0	0	6	3	0	3	Comp Rooms	61	0	0	0	61	114	0	-53
661	63	0	0	661	1,471	70	-810	Single Occupancy	8,272	67	0	0	8,272	20,407	68	-12,135

380	37	0	0	380	617	30	-237 Multiple Occupancy	4,011	32	0	0	4,011	9,777	32	-5,766
630	61	0	0	630	108	5	522 Out of Order Rooms	3,307	27	0	0	3,307	1,803	6	1,504
1,527	147	0	0	1,527	2,860	137	-1,333 # of Guests	17,435	141	0	0	17,435	43,416	144	-25,981

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
75.30		125.00		-49.69	141.08		-65.78	Rack/Premium ADR	120.21		141.52		-21.31	148.31		-28.10
75.88		108.00		-32.12	108.93		-33.06	Corporate ADR	108.06		115.70		-7.65	110.65		-2.59
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
62.02		92.00		-29.98	92.85		-30.83	Discount ADR	71.95		104.39		-32.44	97.09		-25.14
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		147.00		-147.00	157.00		-157.00	Government ADR	125.17		158.73		-33.56	152.29		-27.11
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
56.60		101.00		-44.40	98.99		-42.39	Local Negotiated ADR	77.37		105.14		-27.77	99.42		-22.05
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
64.15		108.22		-44.07	111.61		-47.47	Total Transient ADR	88.15		119.43		-31.29	116.17		-28.02
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
77.22		90.00		-12.78	84.50		-7.27	Group - Corporate ADR	105.72		112.75		-7.03	103.47		2.24
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
77.22		90.00		-12.78	84.50		-7.27	Total Group ADR	105.72		112.75		-7.03	103.47		2.24

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
3,688	3.54	6,437	2.99	-2,749	7,090	3.40	-3,402	FD/ Guest Service Reps	44,336	3.59	87,997	2.87	-43,661	98,862	3.28	-54,526
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	347	0.01	-347
0	0.00	2,963	1.38	-2,963	2,970	1.42	-2,970	Executive Housekeeper	9,488	0.77	32,302	1.06	-22,814	34,882	1.16	-25,394
2,298	2.21	2,223	1.03	75	1,930	0.92	369	Asst Exec Housekeeper/ Inspectress	17,162	1.39	24,827	0.81	-7,665	17,785	0.59	-623
7,990	7.68	11,779	5.47	-3,789	4,291	2.05	3,699	Housekeepers	52,957	4.29	167,478	5.47	-114,521	116,233	3.85	-63,275
971	0.93	4,950	2.30	-3,979	3,411	1.63	-2,440	Housemen	9,253	0.75	56,785	1.85	-47,532	26,926	0.89	-17,672
0	0.00	1,080	0.50	-1,080	2,427	1.16	-2,427	Van Drivers	3,009	0.24	12,060	0.39	-9,051	24,576	0.81	-21,567
1,231	1.18	2,964	1.38	-1,733	1,964	0.94	-733	Laundry	10,867	0.88	42,144	1.38	-31,277	36,681	1.22	-25,813
0	0.00	2,880	1.34	-2,880	1,876	0.90	-1,876	Comp Breakfast Hostess	6,006	0.49	37,296	1.22	-31,290	35,967	1.19	-29,961
3,459	3.32	3,305	1.54	154	3,153	1.51	306	Night Audit	38,415	3.11	36,905	1.21	1,510	35,205	1.17	3,210
1,973	1.90	3,334	1.55	-1,360	2,666	1.28	-692	Payroll Taxes	19,283	1.56	42,155	1.38	-22,872	42,777	1.42	-23,495
608	0.58	700	0.33	-92	691	0.33	-83	Employee Benefits	9,235	0.75	7,700	0.25	1,535	6,306	0.21	2,929
2,730	2.62	675	0.31	2,055	834	0.40	1,896	Vacation /PTO	19,687	1.59	7,425	0.24	12,262	7,113	0.24	12,574
832	0.80	1,150	0.53	-318	2,078	1.00	-1,246	Holiday	4,233	0.34	5,750	0.19	-1,517	6,666	0.22	-2,433
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,000	0.08	0	0.00	1,000	1,229	0.04	-229
0	0.00	0	0.00	0	7,878	3.77	-7,878	Contract Labor- Housekeepers	12,839	1.04	0	0.00	12,839	57,173	1.89	-44,334
0	0.00	0	0.00	0	575	0.28	-575	Contract Labor- Houseperson	637	0.05	0	0.00	637	11,019	0.37	-10,381
0	0.00	0	0.00	0	483	0.23	-483	Contract Labor- Laundry	859	0.07	0	0.00	859	7,128	0.24	-6,269
0	0.00	0	0.00	0	1,087	0.52	-1,087	Contract Labor- Comp Breakfast Host	2,358	0.19	0	0.00	2,358	1,406	0.05	952
25,780	24.76	44,440	20.64	-18,660	45,403	21.74	-19,623	Total P/R & R/Benefits- Rooms	261,624	21.19	560,824	18.32	-299,200	568,281	18.83	-306,657
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	151	0.07	-151	228	0.11	-228	Newspapers	329	0.03	2,143	0.07	-1,814	2,413	0.08	-2,084
2,307	2.22	10,442	4.85	-8,135	6,152	2.95	-3,845	Comp Breakfast	40,568	3.29	148,473	4.85	-107,905	143,954	4.77	-103,386
0	0.00	65	0.03	-65	1,758	0.84	-1,758	Comp Breakfast- Equipment	1,190	0.10	715	0.02	475	3,216	0.11	-2,026
0	0.00	65	0.03	-65	82	0.04	-82	Guest Transportation	261	0.02	918	0.03	-657	1,484	0.05	-1,223
0	0.00	215	0.10	-215	0	0.00	0	Laundry Supplies	486	0.04	3,061	0.10	-2,575	2,189	0.07	-1,703
690	0.66	1,184	0.55	-495	1,450	0.69	-761	Linen Supplies	7,277	0.59	16,837	0.55	-9,560	18,214	0.60	-10,937
0	0.00	1,290	0.60	-1,290	1,287	0.62	-1,287	Cable TV	10,860	0.88	14,190	0.46	-3,330	12,908	0.43	-2,048
459	0.44	460	0.21	-2	459	0.22	0	HSIA Support	4,946	0.40	5,060	0.17	-114	5,232	0.17	-286
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	26	0.00	0	0.00	26	394	0.01	-368
1,018	0.98	1,184	0.55	-167	1,685	0.81	-667	Reservations Expense	12,295	1.00	16,837	0.55	-4,542	22,191	0.74	-9,896
932	0.90	2,497	1.16	-1,565	2,041	0.98	-1,108	Guest Room Supplies	14,401	1.17	35,511	1.16	-21,111	33,258	1.10	-18,857
178	0.17	646	0.30	-467	274	0.13	-95	Cleaning Supplies	3,616	0.29	9,184	0.30	-5,568	9,814	0.33	-6,198
134	0.13	410	0.19	-276	0	0.00	134	Ecolab Core Supplies	2,866	0.23	5,308	0.17	-2,442	2,752	0.09	115
0	0.00	200	0.09	-200	78	0.04	-78	Evening Social- Food	0	0.00	2,200	0.07	-2,200	973	0.03	-973
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Beverage	57	0.00	0	0.00	57	11	0.00	46
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	0	0.00	0	0.00	0	92	0.00	-92
3,829	3.68	7,363	3.42	-3,534	7,896	3.78	-4,067	Travel Agents Commission	29,263	2.37	104,696	3.42	-75,434	96,330	3.19	-67,067
18	0.02	0	0.00	18	154	0.07	-136	Uniforms	1,356	0.11	2,500	0.08	-1,144	2,404	0.08	-1,048
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	1,018	0.03	-1,018

288	0.28	0	0.00	288	0	0.00	288 COVID 19 Supplies	2,358	0.19	0	0.00	2,358	0	0.00	2,358
9,853	9.47	26,173	12.16	-16,319	23,544	11.28	-13,690 Total Operating - Rooms	132,156	10.71	367,634	12.01	-235,478	358,847	11.89	-226,691
35,633	34.23	70,612	32.80	-34,979	68,947	33.02	-33,313 Total Expenses- Rooms	393,780	31.90	928,458	30.33	-534,678	927,128	30.72	-533,347
31,792	30.54	160,420	74.51	-128,628	158,734	76.02	-126,942 Net Income- Rooms	715,504	57.96	2,707,036	88.43	-1,991,532	2,552,161	84.55	-1,836,657

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter
 For Property: HI Atlanta Perimeter
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/15/2020 at 7:28:56 AM

Page 7 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/15/2020 at 7:28:56 AM

Page 9 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

12/15/2020 at 7:28:56 AM

Page 10 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	40	0.00	-40	0	0.00	0	Long Distance	0	0.00	440	0.00	-440	351	0.00	-351
30	0.00	120	0.00	-90	79	0.00	-50	Internet Access Fees	406	0.00	1,320	0.00	-914	1,104	0.00	-698
30	0.00	160	0.00	-130	79	0.00	-50	Total Phone Revenues	406	0.00	1,760	0.00	-1,354	1,455	0.00	-1,049
COS- Communication																
1,941	2.80	770	0.32	1,171	819	0.35	1,122	COS-Local	13,024	1.13	8,470	0.22	4,554	8,414	0.23	4,611
0	0.00	0	0.00	0	0	0.00	0	COS-Long Distance	0	0.00	0	0.00	0	50	14.26	-50
1,540	5,185.19	1,650	1,375.00	-110	1,614	2,038.13	-74	COS-HSIA ISP	17,263	4,254.75	18,150	1,375.00	-887	17,780	1,610.76	-517
3,481	0.00	2,420	0.00	1,061	2,433	0.00	1,048	Total COS- Comm	30,288	0.00	26,620	0.00	3,668	26,244	0.00	4,044
-3,451	0.00	-2,260	0.00	-1,191	-2,354	0.00	-1,097	Gross Margin- Comm	-29,882	0.00	-24,860	0.00	-5,022	-24,789	0.00	-5,093
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,070	0.00	1,100	0.00	-30	1,100	0.00	-30
0	0.00	75	0.00	-75	0	0.00	0	Equipment Maintenance	500	0.00	825	0.00	-325	1,128	0.00	-628
100	0.00	175	0.00	-75	100	0.00	0	Total Operating - Comm	1,570	0.00	1,925	0.00	-355	2,228	0.00	-658
3,551	0.00	2,435	0.00	1,116	2,454	0.00	1,097	N.I.- Comm Dept	31,452	0.00	26,785	0.00	4,667	27,017	0.00	4,435

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	86	1.62	-86	41	1.50	-41	Laundry/Valet	38	0.24	1,225	1.88	-1,187	1,015	1.70	-977
0	0.00	0	0.00	0	0	0.00	0	Movie Income	240	1.54	0	0.00	240	53	0.09	187
0	0.00	0	0.00	0	1,339	49.55	-1,339	Gift Shop Sales	0	0.00	0	0.00	0	23,368	39.24	-23,368
12	3.20	194	3.64	-181	37	1.36	-24	Vending	828	5.32	2,755	4.23	-1,927	2,199	3.69	-1,371
0	0.00	0	0.00	0	5	0.19	-5	Miscellaneous	4	0.02	0	0.00	4	14	0.02	-10
-191	-49.07	2,000	37.62	-2,191	431	15.97	-623	Late Cancellation Income	3,395	21.82	22,000	33.77	-18,605	20,055	33.68	-16,660
0	0.00	250	4.70	-250	0	0.00	0	Smoking Fee	1,162	7.47	2,750	4.22	-1,588	1,778	2.99	-616
104	26.73	1,000	18.81	-896	850	31.43	-745	Tax Discounts Earned	2,633	16.93	11,000	16.89	-8,367	11,067	18.59	-8,434
464	119.14	1,787	33.61	-1,323	0	0.00	464	Market Sales	7,258	46.65	25,409	39.01	-18,151	0	0.00	7,258
390	100.00	5,317	100.00	-4,927	2,702	100.00	-2,313	Total Miscellaneous Revenues	15,558	100.00	65,138	100.00	-49,581	59,549	100.00	-43,991
COSales- Miscellaneous																
0	0.00	82	95.00	-82	89	218.52	-89	COS-Laundry/Valet	64	168.42	1,163	95.00	-1,099	1,016	100.09	-952
83	0.00	0	0.00	83	673	50.24	-589	COS-Gift Shop	83	0.00	0	0.00	83	12,291	52.60	-12,208
0	0.00	0	0.00	0	0	0.00	0	COS-Vending Cost	0	0.00	0	0.00	0	663	1.11	-663
0	0.00	0	0.00	0	412	15.24	-412	COS- Sundry Sales	0	0.00	0	0.00	0	2,379	3.99	-2,379
191	41.12	894	50.00	-703	0	0.00	191	COS- Market	5,329	73.43	12,704	50.00	-7,375	0	0.00	5,329
274	70.39	975	18.34	-701	1,173	43.41	-899	Total COS- Miscellaneous	5,477	35.20	13,868	21.29	-8,391	16,349	27.45	-10,872
1,185	84.62	2,500	50.00	-1,315	1,895	77.09	-710	Banquet Room Rental	19,963	67.90	39,850	59.17	-19,887	36,083	57.83	-16,120
0	0.00	1,400	28.00	-1,400	120	4.88	-120	Banquet Room F & B	4,413	15.01	15,400	22.87	-10,987	14,428	23.12	-10,015
0	0.00	200	4.00	-200	0	0.00	0	Banquet Room AV Rental	315	1.07	2,200	3.27	-1,885	2,035	3.26	-1,720
215	12.03	900	8.72	-685	443	8.59	-228	Banquet Room Setup Service Charge	4,709	10.47	9,900	7.47	-5,191	9,849	8.08	-5,140
1,400	100.00	5,000	100.00	-3,600	2,458	100.00	-1,058	Total Meeting Room Revenues	29,400	100.00	67,350	100.00	-37,950	62,394	100.00	-32,994
Cost of Sales- Meeting Room																
19	1.33	532	10.64	-513	0	0.00	19	COS-Banquet Room F & B	1,376	4.68	5,852	8.69	-4,476	6,955	11.15	-5,579
0	0.00	15	0.30	-15	0	0.00	0	COS-Banquet Room AV	21	0.07	165	0.24	-144	96	0.15	-75
0	0.00	180	1.74	-180	0	0.00	0	Banquet Setup Service Charge- Payout	50	0.11	1,980	1.49	-1,930	426	0.35	-376
1,497	384.13	8,615	162.02	-7,117	3,988	147.55	-2,490	Total Miscellaneous Profit	38,034	244.47	110,624	169.83	-72,590	98,118	164.77	-60,084

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
7,282	10.52	7,873	3.26	-591	7,665	3.29	-383	General Manager	78,943	6.84	86,054	2.28	-7,111	78,688	2.19	254
3,389	4.90	4,064	1.68	-675	3,956	1.70	-567	Assistant General Manager	40,576	3.52	44,416	1.18	-3,840	24,007	0.67	16,569
818	1.18	985	0.41	-167	848	0.36	-30	Payroll Taxes	9,214	0.80	9,898	0.26	-684	8,715	0.24	499
893	1.29	954	0.40	-61	-305	-0.13	1,198	Employee Benefits	14,254	1.23	10,494	0.28	3,760	5,859	0.16	8,395
369	0.53	0	0.00	369	0	0.00	369	Vacation /PTO	10,312	0.89	0	0.00	10,312	5,536	0.15	4,776
542	0.78	0	0.00	542	542	0.23	0	Holiday	3,171	0.27	0	0.00	3,171	2,018	0.06	1,153
0	0.00	1,750	0.73	-1,750	0	0.00	0	Bonus/Incentive Pay	409	0.04	7,000	0.19	-6,591	5,664	0.16	-5,255
13,293	19.21	15,626	6.47	-2,333	12,705	5.46	588	Total P/R & R/B- A&G	156,878	13.59	157,862	4.19	-984	130,487	3.62	26,391
Operating Expenses- A&G																
162	0.23	450	0.19	-288	215	0.09	-53	Employee Relations	1,819	0.16	5,450	0.14	-3,631	4,107	0.11	-2,287
2,000	2.89	2,000	0.83	0	2,500	1.07	-500	Accounting Fees	22,000	1.91	22,000	0.58	0	22,500	0.62	-500
1,522	2.20	1,400	0.58	122	1,174	0.50	348	Data Processing	14,833	1.29	15,500	0.41	-667	14,066	0.39	767
110	0.16	280	0.12	-170	778	0.33	-668	Office Supplies	3,028	0.26	3,980	0.11	-952	5,909	0.16	-2,880
0	0.00	0	0.00	0	0	0.00	0	Audit Fees	1,310	0.11	0	0.00	1,310	0	0.00	1,310
44	0.06	45	0.02	-1	44	0.02	0	Muzak	512	0.04	495	0.01	17	485	0.01	27
0	0.00	150	0.06	-150	20	0.01	-20	Travel & Lodging	1,138	0.10	7,200	0.19	-6,062	5,865	0.16	-4,728
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	131	0.01	0	0.00	131	600	0.02	-469
0	0.00	75	0.03	-75	0	0.00	0	Telephone	113	0.01	825	0.02	-712	150	0.00	-37
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	6,914	0.60	7,215	0.19	-301	7,515	0.21	-601
45	0.07	65	0.03	-20	87	0.04	-42	Postage	373	0.03	918	0.02	-546	1,099	0.03	-726
0	0.00	200	0.08	-200	0	0.00	0	Recruitment	936	0.08	2,200	0.06	-1,264	2,821	0.08	-1,885
47	0.07	0	0.00	47	167	0.07	-120	Employment Screening/ Drug Testing	1,171	0.10	750	0.02	421	1,907	0.05	-737
0	0.00	0	0.00	0	50	0.02	-50	Training	3,244	0.28	1,750	0.05	1,494	3,319	0.09	-75
135	0.20	150	0.06	-15	150	0.06	-15	Dues/Subscriptions	1,382	0.12	1,650	0.04	-268	2,762	0.08	-1,380
1,135	1.64	7,040	2.92	-5,904	12,353	5.31	-11,218	Credit Card Commissions	27,361	2.37	109,966	2.92	-82,606	115,572	3.21	-88,211
94	0.14	0	0.00	94	-957	-0.41	1,051	Cash Over/Short	256	0.02	0	0.00	256	-4,069	-0.11	4,325
98	0.14	80	0.03	18	0	0.00	98	Equipment Rental	952	0.08	880	0.02	72	701	0.02	251
374	0.54	530	0.22	-156	442	0.19	-68	Payroll Services	4,604	0.40	6,030	0.16	-1,426	7,795	0.22	-3,192
837	1.21	1,462	0.61	-625	1,446	0.62	-610	Bank Charges	12,088	1.05	16,082	0.43	-3,994	16,024	0.44	-3,936
479	0.69	0	0.00	479	2,884	1.24	-2,406	Chargebacks	8,605	0.75	0	0.00	8,605	9,877	0.27	-1,272
1,370	1.98	1,997	0.83	-627	1,912	0.82	-542	Workers Comp Insurance	14,998	1.30	23,771	0.63	-8,773	23,648	0.66	-8,650
8,453	12.21	15,923	6.60	-7,470	23,267	9.99	-14,814	Total Operating- A&G	127,768	11.07	226,662	6.02	-98,895	242,653	6.74	-114,885
21,746	31.42	31,550	13.07	-9,804	35,972	15.45	-14,226	Total Expenses- A&G	284,646	24.66	384,524	10.21	-99,878	373,139	10.36	-88,494

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	5,249	2.17	-5,249	5,110	2.19	-5,110	Director of Sales	42,718	3.70	57,528	1.53	-14,810	51,490	1.43	-8,772
0	0.00	0	0.00	0	83	0.04	-83	Sales Manager	35	0.00	0	0.00	35	504	0.01	-469
458	0.66	1,179	0.49	-721	910	0.39	-452	Revenue Management	6,523	0.57	12,969	0.34	-6,446	10,476	0.29	-3,953
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.05	-1,377	0	0.00	516
0	0.00	2,565	1.06	-2,565	1,850	0.79	-1,850	Sales Coordinator	5,960	0.52	28,646	0.76	-22,686	27,693	0.77	-21,733
0	0.00	775	0.32	-775	544	0.23	-544	Payroll Taxes	1,857	0.16	8,057	0.21	-6,200	7,338	0.20	-5,481
0	0.00	516	0.21	-516	-124	-0.05	124	Employee Benefits	1,580	0.14	5,676	0.15	-4,096	4,019	0.11	-2,439
0	0.00	0	0.00	0	120	0.05	-120	Vacation / PTO	937	0.08	0	0.00	937	4,094	0.11	-3,157
0	0.00	0	0.00	0	358	0.15	-358	Holiday	358	0.03	0	0.00	358	1,434	0.04	-1,076
0	0.00	900	0.37	-900	119	0.05	-119	Bonus/Incentive Pay	522	0.05	3,600	0.10	-3,078	2,177	0.06	-1,655
458	0.66	11,356	4.71	-10,899	8,970	3.85	-8,513	Total P/R & R/B- Sales	61,008	5.29	118,369	3.14	-57,361	109,225	3.03	-48,217
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	220	0.01	-220	285	0.01	-285
0	0.00	35	0.01	-35	0	0.00	0	Office Supplies	178	0.02	385	0.01	-207	362	0.01	-184
0	0.00	50	0.02	-50	5	0.00	-5	Travel & Lodging	125	0.01	1,550	0.04	-1,425	1,557	0.04	-1,432
0	0.00	50	0.02	-50	39	0.02	-39	Meals & Entertainment	34	0.00	550	0.01	-516	457	0.01	-423
68	0.10	750	0.31	-682	655	0.28	-587	Promotions	479	0.04	2,825	0.07	-2,346	1,791	0.05	-1,312
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	550	0.01	-450	150	0.00	-50
0	0.00	145	0.06	-145	7	0.00	-7	Sales Training	37	0.00	1,580	0.04	-1,543	1,135	0.03	-1,098
0	0.00	2,400	0.99	-2,400	4,375	1.88	-4,375	Dues & Subscriptions	5,620	0.49	7,375	0.20	-1,755	8,733	0.24	-3,113
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
-1,250	-1.81	0	0.00	-1,250	0	0.00	-1,250	Outdoor Advertising	1,286	0.11	2,500	0.07	-1,214	2,500	0.07	-1,214
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	11	0.00	0	0.00	11	0	0.00	11
0	0.00	0	0.00	0	200	0.09	-200	e Commerce Costs	250	0.02	0	0.00	250	4,646	0.13	-4,396
399	0.58	900	0.37	-501	478	0.21	-80	Brand Paid Search	7,118	0.62	11,345	0.30	-4,227	9,991	0.28	-2,873
0	0.00	150	0.06	-150	0	0.00	0	Internet Advertising	0	0.00	1,650	0.04	-1,650	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
-783	-1.13	4,550	1.89	-5,333	5,761	2.47	-6,544	Total Operating- Sales	15,238	1.32	31,255	0.83	-16,017	31,627	0.88	-16,390
-326	-0.47	15,906	6.59	-16,232	14,731	6.33	-15,057	Total Expenses-Sales	76,246	6.61	149,624	3.97	-73,378	140,853	3.91	-64,607

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter
 For Property: HI Atlanta Perimeter
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,523	3.38	4,233	1.97	-710	27	0.01	3,496	Chief Engineer	35,246	2.86	47,022	1.54	-11,776	40,147	1.33	-4,901
404	0.39	3,600	1.67	-3,196	3,909	1.87	-3,505	General Maintenance	14,789	1.20	40,200	1.31	-25,411	36,630	1.21	-21,842
213	0.20	666	0.31	-452	311	0.15	-98	Payroll Taxes	4,449	0.36	7,414	0.24	-2,965	6,813	0.23	-2,365
948	0.91	899	0.42	49	1,060	0.51	-111	Employee Benefits	9,841	0.80	9,889	0.32	-48	6,794	0.23	3,048
299	0.29	0	0.00	299	126	0.06	173	Holiday	1,719	0.14	0	0.00	1,719	1,285	0.04	434
95	0.09	0	0.00	95	0	0.00	95	Vacation /PTO	5,153	0.42	0	0.00	5,153	726	0.02	4,427
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	380	0.01	-380
5,483	5.27	9,398	4.36	-3,915	5,433	2.60	49	Total P/R & Related Expenses- Maintenance	71,197	5.77	104,525	3.41	-33,328	92,775	3.07	-21,578
Operating Expenses- R & M																
371	0.36	510	0.24	-139	2,246	1.08	-1,875	Auto Expense	1,213	0.10	5,610	0.18	-4,397	9,146	0.30	-7,933
0	0.00	129	0.06	-129	1,344	0.64	-1,344	Laundry Equipment	2,335	0.19	1,837	0.06	498	2,774	0.09	-439
26	0.02	495	0.23	-469	425	0.20	-400	Building Maintenance	2,597	0.21	7,041	0.23	-4,444	6,311	0.21	-3,713
346	0.33	237	0.11	109	813	0.39	-467	Light Bulbs	1,554	0.13	3,367	0.11	-1,813	4,533	0.15	-2,979
11	0.01	323	0.15	-312	0	0.00	11	Electrical & Mechanical	7,383	0.60	4,592	0.15	2,792	4,980	0.16	2,403
0	0.00	603	0.28	-603	0	0.00	0	HVAC	2,954	0.24	8,572	0.28	-5,618	7,683	0.25	-4,729
0	0.00	560	0.26	-560	119	0.06	-119	Plumbing & Boiler	7,303	0.59	7,959	0.26	-657	9,654	0.32	-2,351
0	0.00	500	0.23	-500	0	0.00	0	Pool	757	0.06	5,350	0.17	-4,593	3,276	0.11	-2,520
397	0.38	650	0.30	-253	360	0.17	36	Grounds & Landscaping	4,395	0.36	11,200	0.37	-6,805	6,807	0.23	-2,412
0	0.00	100	0.05	-100	0	0.00	0	Signage	0	0.00	1,100	0.04	-1,100	3,344	0.11	-3,344
0	0.00	172	0.08	-172	0	0.00	0	Furniture & Fixtures	1,217	0.10	2,449	0.08	-1,232	316	0.01	901
0	0.00	172	0.08	-172	-11	-0.01	11	Painting	840	0.07	2,449	0.08	-1,610	1,879	0.06	-1,040
0	0.00	200	0.09	-200	0	0.00	0	Carpet & Floor	682	0.06	3,600	0.12	-2,918	3,295	0.11	-2,613
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	80	0.00	-80
0	0.00	25	0.01	-25	0	0.00	0	Telephone	65	0.01	275	0.01	-210	0	0.00	65
0	0.00	50	0.02	-50	0	0.00	0	Locks & Keys	1,629	0.13	3,175	0.10	-1,546	1,890	0.06	-261
0	0.00	129	0.06	-129	205	0.10	-205	Radio & TV	632	0.05	1,837	0.06	-1,205	2,276	0.08	-1,644
193	0.19	200	0.09	-7	3,462	1.66	-3,269	Exterminating	1,789	0.14	3,700	0.12	-1,911	6,615	0.22	-4,825
0	0.00	0	0.00	0	0	0.00	0	License & Permits	0	0.00	0	0.00	0	1,478	0.05	-1,478
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	375	0.01	-375
0	0.00	2,300	1.07	-2,300	0	0.00	0	Fire & Safety	11,925	0.97	6,175	0.20	5,750	4,796	0.16	7,128
0	0.00	0	0.00	0	0	0.00	0	Elevator	7,535	0.61	4,983	0.16	2,552	5,641	0.19	1,894
1,343	1.29	7,355	3.42	-6,013	8,964	4.29	-7,621	Total Operating - R & M	56,804	4.60	85,271	2.79	-28,467	87,147	2.89	-30,343
6,825	6.56	16,753	7.78	-9,928	14,397	6.90	-7,571	Total Expenses- R & M	128,001	10.37	189,796	6.20	-61,795	179,922	5.96	-51,921

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,112	5.87	7,001	3.25	-889	6,486	3.11	-374	Electricity	71,847	5.82	87,031	2.84	-15,184	82,952	2.75	-11,105
706	0.68	1,621	0.75	-915	1,094	0.52	-388	Gas	8,112	0.66	13,262	0.43	-5,150	11,939	0.40	-3,827
5,725	5.50	3,538	1.64	2,187	4,424	2.12	1,302	Water & Sewer	29,857	2.42	47,709	1.56	-17,852	52,172	1.73	-22,314
320	0.31	625	0.29	-305	560	0.27	-240	Waste Removal	4,295	0.35	6,875	0.22	-2,580	6,663	0.22	-2,368
12,863	12.36	12,785	5.94	78	12,564	6.02	300	Total Expenses- Utilities	114,111	9.24	154,877	5.06	-40,766	153,726	5.09	-39,614

12/15/2020 at 7:28:56 AM

Page 17 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
3,825	5.67	13,982	6.05	-10,157	13,687	6.01	-9,862	Franchise Fees/ Royalties	66,761	6.02	219,450	6.04	-152,689	209,937	6.03	-143,177
2,480	3.68	9,321	4.03	-6,841	9,144	4.02	-6,664	Advertising	44,507	4.01	146,300	4.02	-101,793	140,148	4.03	-95,641
1,468	2.18	9,303	4.03	-7,835	-2,743	-1.20	4,210	Frequent Traveler	44,863	4.04	145,810	4.01	-100,947	129,094	3.71	-84,231
0	0.00	75	0.03	-75	-100	-0.04	100	Brand Guest Fees	866	0.08	825	0.02	41	1,939	0.06	-1,073
7,773	11.53	32,681	14.15	-24,908	19,989	8.78	-12,216	Total Franchise Fees Expense	156,996	14.15	512,384	14.09	-355,388	481,117	13.83	-324,121

12/15/2020 at 7:28:56 AM

Page 18 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
1,729	2.50	6,038	2.50	-4,309	5,821	2.50	-4,092	Management Fees	28,856	2.50	94,244	2.50	-65,388	90,033	2.50	-61,177
4,236	6.12	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,240	1.32	0	0.00	15,240	0	0.00	15,240
5,965	8.62	6,038	2.50	-72	5,821	2.50	144	Total Management Fees Expense	44,096	3.82	94,244	2.50	-50,147	90,033	2.50	-45,936

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
32,092	46.37	32,092	13.30	0	31,233	13.41	859	Ground Lease	350,432	30.36	349,573	9.28	859	341,053	9.47	9,379
15,209	21.97	9,764	4.05	5,444	15,209	6.53	0	FF & E Reserve	167,294	14.49	151,932	4.03	15,363	151,939	4.22	15,356
0	0.00	0	0.00	0	0	0.00	0	Van Lease	0	0.00	0	0.00	0	6,705	0.19	-6,705
0	0.00	15,092	6.25	-15,092	14,565	6.26	-14,565	Real Estate Tax	100,000	8.66	166,009	4.41	-66,009	160,218	4.45	-60,218
333	0.48	637	0.26	-304	871	0.37	-538	Personal Property Tax	6,626	0.57	7,009	0.19	-383	9,585	0.27	-2,960
5,234	7.56	5,067	2.10	167	4,840	2.08	393	Insurance	56,687	4.91	55,622	1.48	1,065	53,110	1.47	3,577
52,867	76.38	62,652	25.96	-9,785	66,718	28.65	-13,851	TOTAL FIXED EXPENSES	681,039	59.00	730,145	19.38	-49,106	722,609	20.07	-41,570

12/15/2020 at 7:28:56 AM

Page 20 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,953	4.70	-10,953	Owners Expense	13,196	1.14	0	0.00	13,196	14,444	0.40	-1,247
44,924	64.91	0	0.00	44,924	44,924	19.29	0	Depreciation	494,164	42.81	0	0.00	494,164	494,164	13.72	0
3,039	4.39	0	0.00	3,039	3,039	1.31	0	Amortization Expense	33,429	2.90	0	0.00	33,429	33,429	0.93	0
38,599	55.77	33,468	13.87	5,130	33,262	14.29	5,337	Interest Expense	372,978	32.31	368,153	9.77	4,825	370,800	10.30	2,178
0	0.00	2,441	1.01	-2,441	2,328	1.00	-2,328	Asset Management Fee	5,448	0.47	37,983	1.01	-32,535	35,979	1.00	-30,531
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-628	-0.05	0	0.00	-628	0	0.00	-628
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	0	0.00	0	0.00	0	13,399	0.37	-13,399
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	21,127	1.83	0	0.00	21,127	45,834	1.27	-24,707
86,562	125.06	35,910	14.88	50,652	94,506	40.59	-7,944	Total Other	939,714	81.41	406,136	10.78	533,578	1,008,048	27.99	-68,335

12/15/2020 at 7:28:56 AM

Page 21 of 22

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,780		3,780		0	3,780		0	Total Rooms Available	42,210		42,210		0	42,084		126
920		2,254		-1,334	2,495		-1,575	Total Rooms Sold	11,472		28,450		-16,978	28,565		-17,093
24.34%		59.63%		-35.29%	66.01%		-41.67%	Occupancy %	27.18%		67.40%		-40.22%	67.88%		-40.70%
75.10		99.34		-24.24	99.55		-24.45	Average Rate	89.90		103.20		-13.30	100.49		-10.59
18.28		59.24		-40.96	65.71		-47.43	REVPAR	24.43		69.56		-45.12	68.21		-43.77
REVENUES																
69,096	98.26	223,913	97.33	-154,818	248,383	98.21	-179,287	ROOMS	1,031,374	98.26	2,936,072	97.64	-1,904,698	2,870,514	97.67	-1,839,140
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,222	1.74	6,131	2.67	-4,909	4,530	1.79	-3,307	MISCELLANEOUS	18,276	1.74	71,066	2.36	-52,790	68,468	2.33	-50,193
70,318	100.00	230,045	100.00	-159,727	252,912	100.00	-182,594	TOTAL REVENUES	1,049,649	100.00	3,007,137	100.00	-1,957,488	2,938,982	100.00	-1,889,333
DEPARTMENT EXPENSES																
23,079	33.40	62,999	28.14	-39,920	66,876	26.92	-43,797	ROOMS EXPENSE	323,658	31.38	761,959	25.95	-438,301	749,060	26.09	-425,402
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
368	30.08	1,037	16.91	-669	842	18.60	-475	MISCELLANEOUS EXPENSE	3,255	17.81	13,087	18.42	-9,832	15,632	22.83	-12,377
23,447	33.34	64,036	27.84	-40,589	67,719	26.78	-44,272	TOTAL DEPARTMENTAL EXPENSES	326,913	31.14	775,046	25.77	-448,133	764,692	26.02	-437,779
DEPARTMENTAL PROFIT																
46,017	66.60	160,915	71.86	-114,898	181,506	73.08	-135,490	ROOMS PROFIT	707,716	68.62	2,174,113	74.05	-1,466,397	2,121,454	73.91	-1,413,738
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
855	69.92	5,095	83.09	-4,240	3,687	81.40	-2,833	MISCELLANEOUS PROFIT	15,021	82.19	57,979	81.58	-42,958	52,836	77.17	-37,815
46,871	66.66	166,009	72.16	-119,138	185,193	73.22	-138,322	TOTAL DEPARTMENTAL PROFIT	722,737	68.86	2,232,092	74.23	-1,509,355	2,174,290	73.98	-1,451,554
18,275	25.99	31,780	13.81	-13,505	31,858	12.60	-13,583	A & G EXPENSE	258,338	24.61	361,542	12.02	-103,204	372,955	12.69	-114,617
3,190	4.54	2,580	1.12	610	2,513	0.99	678	TELECOM	33,457	3.19	28,080	0.93	5,377	27,269	0.93	6,189
3,702	5.26	9,116	3.96	-5,414	7,503	2.97	-3,801	SALES & MARKETING EXPENSES	54,306	5.17	100,792	3.35	-46,486	116,095	3.95	-61,789
8,685	12.35	30,671	13.33	-21,986	35,305	13.96	-26,620	FRANCHISE FEES	142,602	13.59	397,842	13.23	-255,240	405,617	13.80	-263,015
6,491	9.23	13,060	5.68	-6,569	13,838	5.47	-7,347	MAINTENANCE EXPENSES	96,834	9.23	159,854	5.32	-63,020	166,285	5.66	-69,451
6,112	8.69	12,659	5.50	-6,547	11,116	4.40	-5,004	UTILITIES EXPENSE	93,016	8.86	139,666	4.64	-46,650	134,118	4.56	-41,101
46,456	66.07	99,865	43.41	-53,410	102,134	40.38	-55,678	TOTAL ADMIN EXPENSES	678,555	64.65	1,187,777	39.50	-509,222	1,222,339	41.59	-543,785
416	0.59	66,144	28.75	-65,728	83,060	32.84	-82,644	HOUSE PROFIT	44,182	4.21	1,044,315	34.73	-1,000,133	951,951	32.39	-907,769

FIXED EXPENSES															
5,993	8.52	5,752	2.50	241	6,323	2.50	-330 MANAGEMENT FEES	41,454	3.95	75,197	2.50	-33,743	73,383	2.50	-31,929
57,342	81.55	57,160	24.85	183	55,599	21.98	1,743 FIXED EXPENSES	638,127	60.79	644,301	21.43	-6,174	642,546	21.86	-4,419
-62,920	-89.48	3,232	1.40	-66,152	21,138	8.36	-84,058 NET OPERATING INCOME	-635,399	-60.53	324,816	10.80	-960,216	236,022	8.03	-871,421
94,681	134.65	35,284	15.34	59,397	101,908	40.29	-7,227 Other	967,288	92.15	395,840	13.16	571,448	982,062	33.42	-14,774
-157,601	-224.13	-32,052	-13.93	-125,549	-80,770	-31.94	-76,831 N.I. after Other	-1,602,687	-152.69	-71,023	-2.36	-1,531,664	-746,040	-25.38	-856,647
-108,799		-32,052		-76,747	-31,968		-76,831 Cash before Depreciation/Amortization	-1,065,865		-71,023		-994,842	-209,218		-856,647

12/14/2020 at 1:37:21 PM

Page 1 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
7,780	11.26	85,657	38.25	-77,878	122,116	49.16	-114,336	Rack/ Premium	355,400	34.46	1,113,769	37.93	-758,370	1,305,939	45.49	-950,539
1,284	1.86	19,676	8.79	-18,392	15,714	6.33	-14,430	Corporate	46,701	4.53	237,532	8.09	-190,831	231,931	8.08	-185,230
48,832	70.67	90,226	40.30	-41,395	93,040	37.46	-44,208	Discounts - Other	452,799	43.90	1,074,612	36.60	-621,813	1,052,715	36.67	-599,916
0	0.00	11,630	5.19	-11,630	4,128	1.66	-4,128	Government	10,418	1.01	126,766	4.32	-116,348	30,223	1.05	-19,805
2,621	3.79	7,705	3.44	-5,084	3,589	1.44	-968	Locally Negotiated Rate	37,175	3.60	98,660	3.36	-61,485	81,577	2.84	-44,402
-248	-0.36	0	0.00	-248	-2,367	-0.95	2,119	Allowances	-3,203	-0.31	0	0.00	-3,203	-10,647	-0.37	7,444
60,269	87.22	214,895	95.97	-154,626	236,220	95.10	-175,951	Total Transient Revenue	899,290	87.19	2,651,340	90.30	-1,752,050	2,691,737	93.77	-1,792,447
8,178	11.84	5,883	2.63	2,295	4,615	1.86	3,563	Crew (Air)	102,657	9.95	55,062	1.88	47,595	16,969	0.59	85,688
8,178	11.84	5,883	2.63	2,295	4,615	1.86	3,563	Total Base Revenues	102,657	9.95	55,062	1.88	47,595	16,969	0.59	85,688
0	0.00	0	0.00	0	0	0.00	0	Group- SMERF	-225	-0.02	0	0.00	-225	0	0.00	-225
178	0.26	3,136	1.40	-2,958	4,717	1.90	-4,539	Group- Corporate	22,241	2.16	229,670	7.82	-207,429	137,735	4.80	-115,494
178	0.26	3,136	1.40	-2,958	4,717	1.90	-4,539	Total Group Revenue	22,016	2.13	229,670	7.82	-207,654	137,735	4.80	-115,719
471	0.68	0	0.00	471	2,830	1.14	-2,359	Guaranteed No-Show	7,410	0.72	0	0.00	7,410	24,073	0.84	-16,663
69,096	100.00	223,913	100.00	-154,818	248,383	100.00	-179,287	Total Rooms Revenue	1,031,374	100.00	2,936,072	100.00	-1,904,698	2,870,514	100.00	-1,839,140
ROOM STATISTICS																
78	8	744	33	-666	1,061	43	-983	Rack/ Premium Rooms	3,170	28	9,511	33	-6,341	11,157	39	-7,987
16	2	180	8	-164	145	6	-129	Corporate Rooms	476	4	2,183	8	-1,707	2,155	8	-1,679
699	76	1,059	47	-360	1,119	45	-420	Discounts - Other Rooms	5,885	51	12,101	43	-6,216	12,437	44	-6,552
0	0	90	4	-90	32	1	-32	Government Rooms	82	1	992	3	-910	236	1	-154
31	3	68	3	-37	35	1	-4	Locally Negotiated Corporate Rooms	436	4	923	3	-487	756	3	-320
824	90	2,141	95	-1,317	2,392	96	-1,568	Total Transient Stats	10,049	88	25,709	90	-15,660	26,741	94	-16,692
94	10	68	3	26	57	2	37	Crew (Air) Stats	1,180	10	633	2	547	201	1	979
94	10	68	3	26	57	2	37	Total Crew Stats	1,180	10	633	2	547	201	1	979
2	0	45	2	-43	46	2	-44	Group- Corporate Rooms	243	2	2,108	7	-1,865	1,623	6	-1,380
2	0	45	2	-43	46	2	-44	Total Group Stats	243	2	2,108	7	-1,865	1,623	6	-1,380
920	100	2,254	100	-1,334	2,495	100	-1,575	TOTAL ROOM STATISTICS	11,472	100	28,450	100	-16,978	28,565	100	-17,093

Other Room Stats

0	0	0	0	0	7	0	-7 Comp Rooms	18	0	0	0	18	92	0	-74
0	0	0	0	0	0	0	0 House Use Rooms	0	0	0	0	0	6	0	-6
541	59	0	0	541	1,481	59	-940 Single Occupancy	7,842	68	0	0	7,842	17,423	61	-9,581
379	41	0	0	379	1,014	41	-635 Multiple Occupancy	3,628	32	0	0	3,628	11,064	39	-7,436
900	98	0	0	900	15	1	885 Out of Order Rooms	7,596	66	0	0	7,596	1,152	4	6,444
1,387	151	0	0	1,387	3,764	151	-2,377 # of Guests	16,146	141	0	0	16,146	42,800	150	-26,654

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
99.74		115.16		-15.42	115.10		-15.36	Rack/Premium ADR	112.11		117.10		-4.99	117.05		-4.94
80.27		109.12		-28.85	108.38		-28.10	Corporate ADR	98.11		108.81		-10.70	107.62		-9.51
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
69.86		85.17		-15.31	83.15		-13.29	Discount ADR	76.94		88.81		-11.87	84.64		-7.70
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		129.00		-129.00	129.00		-129.00	Government ADR	127.05		127.77		-0.72	128.06		-1.01
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
84.55		113.94		-29.39	102.54		-17.99	Local Negotiated ADR	85.26		106.92		-21.66	107.91		-22.64
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
73.14		100.36		-27.22	98.75		-25.61	Total Transient ADR	89.49		103.13		-13.64	100.66		-11.17
87.00		87.00		0.00	80.96		6.04	Crew ADR	87.00		87.00		0.00	84.42		2.57
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
89.00		69.56		19.44	102.55		-13.55	Group - Corporate ADR	91.53		108.97		-17.44	84.86		6.66
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
89.00		69.56		19.44	102.55		-13.55	Total Group ADR	90.60		108.97		-18.37	84.86		5.74

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
1,601	1.74	5,017	2.23	-3,416	5,804	2.33	-4,203	FD/ Guest Service Reps	22,760	1.98	63,321	2.23	-40,561	57,770	2.02	-35,010
2,705	2.94	3,640	1.61	-935	3,544	1.42	-839	Executive Housekeeper	37,044	3.23	39,680	1.39	-2,636	33,072	1.16	3,972
0	0.00	2,669	1.18	-2,669	2,025	0.81	-2,025	Asst Exec Housekeeper/ Inspectress	5,302	0.46	29,804	1.05	-24,502	26,010	0.91	-20,708
3,181	3.46	12,219	5.42	-9,038	10,561	4.23	-7,381	Housekeepers	46,982	4.10	154,228	5.42	-107,246	104,869	3.67	-57,887
1,702	1.85	2,856	1.27	-1,154	3,139	1.26	-1,437	Housemen	13,664	1.19	31,891	1.12	-18,227	24,645	0.86	-10,981
412	0.45	0	0.00	412	0	0.00	412	Van Drivers	13,442	1.17	0	0.00	13,442	0	0.00	13,442
0	0.00	1,851	0.82	-1,851	2,942	1.18	-2,942	Laundry	3,710	0.32	23,366	0.82	-19,657	17,197	0.60	-13,488
0	0.00	2,594	1.15	-2,594	1,972	0.79	-1,972	Comp Breakfast Hostess	5,943	0.52	28,963	1.02	-23,020	23,893	0.84	-17,950
3,026	3.29	2,986	1.32	40	2,973	1.19	53	Night Audit	31,238	2.72	33,335	1.17	-2,097	34,329	1.20	-3,091
1,220	1.33	3,148	1.40	-1,928	2,990	1.20	-1,769	Payroll Taxes	16,837	1.47	37,103	1.30	-20,266	29,794	1.04	-12,958
1,307	1.42	1,107	0.49	200	1,201	0.48	106	Employee Benefits	9,025	0.79	12,177	0.43	-3,152	12,696	0.44	-3,671
1,745	1.90	766	0.34	979	60	0.02	1,685	Vacation /PTO	17,591	1.53	8,426	0.30	9,165	6,954	0.24	10,637
656	0.71	774	0.34	-118	1,423	0.57	-767	Holiday	4,237	0.37	3,870	0.14	367	4,805	0.17	-569
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	300	0.03	0	0.00	300	1,550	0.05	-1,250
0	0.00	0	0.00	0	1,042	0.42	-1,042	Contract Labor- Housekeepers	0	0.00	0	0.00	0	61,427	2.15	-61,427
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Houseperson	0	0.00	0	0.00	0	3,566	0.12	-3,566
0	0.00	0	0.00	0	937	0.38	-937	Contract Labor- Laundry	0	0.00	0	0.00	0	7,520	0.26	-7,520
17,556	19.08	39,627	17.58	-22,071	40,615	16.28	-23,059	Total P/R & R/Benefits- Rooms	228,074	19.88	466,164	16.39	-238,089	450,099	15.76	-222,024
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	90	0.04	-90	137	0.05	-137	Newspapers	319	0.03	1,138	0.04	-819	1,346	0.05	-1,027
985	1.07	9,106	4.04	-8,121	9,373	3.76	-8,388	Comp Breakfast	22,741	1.98	114,994	4.04	-92,254	115,158	4.03	-92,417
0	0.00	68	0.03	-68	38	0.02	-38	Comp Breakfast- Equipment	51	0.00	854	0.03	-803	726	0.03	-675
-202	-0.22	451	0.20	-653	810	0.32	-1,012	Rooms- Promotion	930	0.08	5,690	0.20	-4,760	6,402	0.22	-5,472
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	41	0.00	0	0.00	41	0	0.00	41
0	0.00	158	0.07	-158	223	0.09	-223	Laundry Supplies	310	0.03	1,992	0.07	-1,682	1,905	0.07	-1,595
0	0.00	1,240	0.55	-1,240	1,170	0.47	-1,170	Linen Supplies	4,499	0.39	15,648	0.55	-11,148	19,021	0.67	-14,521
1,515	1.65	1,480	0.66	35	1,474	0.59	41	Cable TV	15,228	1.33	16,280	0.57	-1,052	16,131	0.56	-903
441	0.48	442	0.20	-1	441	0.18	0	HSIA Support	4,313	0.38	4,857	0.17	-544	5,001	0.18	-688
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.13	-3,750	24	0.00	-24
170	0.18	2,322	1.03	-2,152	3,082	1.24	-2,912	Reservations Expense	9,609	0.84	29,304	1.03	-19,694	29,592	1.04	-19,983
708	0.77	2,930	1.30	-2,222	3,275	1.31	-2,567	Guest Room Supplies	10,324	0.90	36,985	1.30	-26,661	35,928	1.26	-25,604
64	0.07	789	0.35	-725	1,099	0.44	-1,035	Cleaning Supplies	2,386	0.21	9,958	0.35	-7,571	10,275	0.36	-7,889
531	0.58	383	0.17	148	999	0.40	-468	Ecolab Core Supplies	4,005	0.35	4,836	0.17	-831	6,451	0.23	-2,446
954	1.04	3,426	1.52	-2,472	3,099	1.24	-2,145	Travel Agents Commission	17,809	1.55	43,244	1.52	-25,435	43,267	1.51	-25,457
0	0.00	338	0.15	-338	144	0.06	-144	Uniforms	363	0.03	4,268	0.15	-3,905	4,224	0.15	-3,862
0	0.00	150	0.07	-150	899	0.36	-899	Walk Expense	0	0.00	2,000	0.07	-2,000	3,511	0.12	-3,511
356	0.39	0	0.00	356	0	0.00	356	COVID 19 Supplies	2,657	0.23	0	0.00	2,657	0	0.00	2,657
5,523	6.00	23,372	10.37	-17,848	26,262	10.53	-20,739	Total Operating - Rooms	95,583	8.33	295,795	10.40	-200,211	298,961	10.47	-203,378

23,079	25.09	62,999	27.95	-39,920	66,876	26.80	-43,797	Total Expenses- Rooms	323,658	28.21	761,959	26.78	-438,301	749,060	26.22	-425,402
46,017	50.02	160,915	71.39	-114,898	181,506	72.75	-135,490	Net Income- Rooms	707,716	61.69	2,174,113	76.42	-1,466,397	2,121,454	74.27	-1,413,738

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Employee Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 1:37:21 PM

Page 7 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 1:37:21 PM

Page 9 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
For Property: HI Charlotte University Place
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	10	0.00	-10	0	0.00	0	Long Distance	0	0.00	110	0.00	-110	0	0.00	0
10	0.00	30	0.00	-20	59	0.00	-50	Internet Access Fees	228	0.00	630	0.00	-402	906	0.00	-678
10	0.00	40	0.00	-30	59	0.00	-50	Total Phone Revenues	228	0.00	740	0.00	-512	906	0.00	-678
COS- Communication																
1,657	2.36	880	0.38	777	832	0.33	825	COS-Local	12,488	1.19	9,680	0.32	2,808	6,997	0.24	5,491
3	0.00	10	100.00	-7	25	0.00	-23	COS-Long Distance	235	0.00	110	100.00	125	2,272	0.00	-2,037
1,540	15,555.56	1,630	5,433.33	-90	1,614	2,717.51	-74	COS-HSIA ISP	17,167	7,539.28	17,930	2,846.03	-763	17,780	1,962.84	-613
3,200	0.00	2,520	0.00	680	2,472	0.00	728	Total COS- Comm	29,890	0.00	27,720	0.00	2,170	27,050	0.00	2,840
-3,190	0.00	-2,480	0.00	-710	-2,413	0.00	-778	Gross Margin- Comm	-29,662	0.00	-26,980	0.00	-2,682	-26,144	0.00	-3,518
Operating Expenses																
0	0.00	100	0.00	-100	100	0.00	-100	Equipment Cost	980	0.00	1,100	0.00	-120	1,125	0.00	-145
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	2,815	0.00	0	0.00	2,815	0	0.00	2,815
0	0.00	100	0.00	-100	100	0.00	-100	Total Operating - Comm	3,795	0.00	1,100	0.00	2,695	1,125	0.00	2,670
3,190	0.00	2,580	0.00	610	2,513	0.00	678	N.I.- Comm Dept	33,457	0.00	28,080	0.00	5,377	27,269	0.00	6,189

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	23	0.58	-23	0	0.00	0	Laundry/Valet	63	0.44	285	0.61	-221	168	0.39	-105
0	0.00	0	0.00	0	0	0.00	0	Movie Income	14	0.10	0	0.00	14	0	0.00	14
0	0.00	0	0.00	0	1,395	40.00	-1,395	Gift Shop Sales	0	0.00	0	0.00	0	20,062	46.96	-20,062
0	0.00	0	0.00	0	0	0.00	0	Vending	12	0.08	0	0.00	12	121	0.28	-109
0	0.00	0	0.00	0	2	0.06	-2	Pet Fees	0	0.00	0	0.00	0	319	0.75	-319
0	0.00	0	0.00	0	0	0.00	0	Rollaways	0	0.00	0	0.00	0	60	0.14	-60
0	0.00	0	0.00	0	0	0.00	0	Other Commissions	18	0.12	0	0.00	18	0	0.00	18
-13	-1.23	0	0.00	-13	0	0.00	-13	Miscellaneous	0	0.00	0	0.00	0	-1	0.00	1
184	17.09	1,650	42.51	-1,467	1,240	35.57	-1,057	Late Cancellation Income	4,081	28.19	18,150	39.19	-14,069	17,270	40.42	-13,188
300	27.94	0	0.00	300	850	24.37	-550	Smoking Fee	2,850	19.68	0	0.00	2,850	4,725	11.06	-1,875
603	56.20	1,758	45.30	-1,155	0	0.00	603	Market Sales	7,441	51.39	22,191	47.91	-14,750	0	0.00	7,441
0	0.00	451	11.61	-451	0	0.00	0	Market Sales- Beer/Wine	0	0.00	5,690	12.29	-5,690	0	0.00	0
1,074	100.00	3,881	100.00	-2,808	3,488	100.00	-2,414	Total Miscellaneous Revenues	14,479	100.00	46,316	100.00	-31,836	42,723	100.00	-28,244
COSales- Miscellaneous																
0	0.00	23	100.00	-23	0	0.00	0	COS-Laundry/Valet	53	84.24	285	100.00	-231	212	125.93	-159
0	0.00	0	0.00	0	842	60.37	-842	COS-Gift Shop	0	0.00	0	0.00	0	14,242	70.99	-14,242
368	60.95	879	50.00	-511	0	0.00	368	COS- Market	3,202	43.03	11,096	50.00	-7,894	0	0.00	3,202
0	0.00	135	3.48	-135	0	0.00	0	COS- Market Beer/Wine	0	0.00	1,707	3.69	-1,707	0	0.00	0
368	34.25	1,037	26.71	-669	842	24.15	-475	Total COS- Miscellaneous	3,255	22.48	13,087	28.26	-9,832	14,454	33.83	-11,199
Cost of Sales- Meeting Room																
125	84.03	1,500	66.67	-1,375	875	83.97	-750	Banquet Room Rental	3,249	85.58	16,500	66.67	-13,251	17,599	68.36	-14,350
0	0.00	450	20.00	-450	0	0.00	0	Banquet Room F & B	40	1.05	4,950	20.00	-4,910	4,405	17.11	-4,365
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	20	0.08	-20
24	1.94	300	4.89	-276	167	3.69	-143	Banquet Room Setup Service Charge	507	2.78	3,300	4.64	-2,793	3,721	5.44	-3,214
149	100.00	2,250	100.00	-2,101	1,042	100.00	-893	Total Meeting Room Revenues	3,796	100.00	24,750	100.00	-20,954	25,745	100.00	-21,949
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room F & B	0	0.00	0	0.00	0	1,178	4.58	-1,178
855	79.60	5,095	131.26	-4,240	3,687	105.73	-2,833	Total Miscellaneous Profit	15,021	103.74	57,979	125.18	-42,958	52,836	123.67	-37,815

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,856	6.91	6,434	2.80	-1,578	5,700	2.25	-844	General Manager	63,350	6.04	71,844	2.39	-8,494	66,661	2.27	-3,311
0	0.00	3,640	1.58	-3,640	0	0.00	0	Assistant General Manager	0	0.00	39,570	1.32	-39,570	27,506	0.94	-27,506
3,367	4.79	0	0.00	3,367	1,973	0.78	1,394	Operations Manager	36,657	3.49	0	0.00	36,657	1,973	0.07	34,684
0	0.00	0	0.00	0	0	0.00	0	Security	0	0.00	0	0.00	0	987	0.03	-987
104	0.15	966	0.42	-862	1,262	0.50	-1,158	Payroll Taxes	8,374	0.80	9,553	0.32	-1,179	8,655	0.29	-282
1,092	1.55	1,025	0.45	67	965	0.38	127	Employee Benefits	15,596	1.49	11,275	0.37	4,321	14,261	0.49	1,335
1,193	1.70	0	0.00	1,193	1,781	0.70	-588	Vacation /PTO	15,034	1.43	0	0.00	15,034	3,242	0.11	11,792
464	0.66	0	0.00	464	458	0.18	6	Holiday	2,716	0.26	0	0.00	2,716	2,100	0.07	616
0	0.00	2,000	0.87	-2,000	654	0.26	-654	Bonus/Incentive Pay	915	0.09	8,000	0.27	-7,085	3,460	0.12	-2,546
11,074	15.75	14,065	6.11	-2,991	12,791	5.06	-1,717	Total P/R & R/B- A&G	142,641	13.59	140,242	4.66	2,399	128,846	4.38	13,795
Operating Expenses- A&G																
0	0.00	350	0.15	-350	336	0.13	-336	Employee Relations	954	0.09	4,100	0.14	-3,146	4,782	0.16	-3,829
2,000	2.84	2,000	0.87	0	2,000	0.79	0	Accounting Fees	22,000	2.10	22,000	0.73	0	22,000	0.75	0
1,357	1.93	1,148	0.50	209	1,146	0.45	211	Data Processing	15,030	1.43	12,951	0.43	2,079	13,537	0.46	1,493
58	0.08	406	0.18	-348	351	0.14	-293	Office Supplies	2,208	0.21	5,121	0.17	-2,913	4,441	0.15	-2,233
0	0.00	0	0.00	0	0	0.00	0	Audit Fees	0	0.00	0	0.00	0	615	0.02	-615
44	0.06	44	0.02	0	44	0.02	0	Muzak	510	0.05	484	0.02	26	485	0.02	25
0	0.00	300	0.13	-300	516	0.20	-516	Travel & Lodging	771	0.07	7,200	0.24	-6,429	4,939	0.17	-4,167
0	0.00	0	0.00	0	66	0.03	-66	Meals and Entertainment	0	0.00	0	0.00	0	422	0.01	-422
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	188	0.02	825	0.03	-637	825	0.03	-637
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	1,766	0.17	2,246	0.07	-480	2,573	0.09	-807
39	0.06	90	0.04	-51	62	0.02	-24	Postage	421	0.04	1,138	0.04	-717	1,202	0.04	-781
0	0.00	0	0.00	0	0	0.00	0	Recruitment	900	0.09	750	0.02	150	1,505	0.05	-605
0	0.00	167	0.07	-167	262	0.10	-262	Employment Screening/ Drug Testing	1,156	0.11	1,837	0.06	-681	1,908	0.06	-752
0	0.00	0	0.00	0	0	0.00	0	Training	1,949	0.19	1,750	0.06	199	375	0.01	1,574
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	8,938	0.30	-8,938
0	0.00	3,974	1.73	-3,974	4,146	1.64	-4,146	Security Service	9,423	0.90	43,496	1.45	-34,073	42,172	1.43	-32,749
135	0.19	150	0.07	-15	150	0.06	-15	Dues/Subscriptions	4,886	0.47	2,428	0.08	2,458	8,394	0.29	-3,508
1,861	2.65	6,097	2.65	-4,237	7,022	2.78	-5,162	Credit Card Commissions	25,829	2.46	79,709	2.65	-53,880	81,170	2.76	-55,341
-49	-0.07	0	0.00	-49	-463	-0.18	414	Cash Over/Short	-225	-0.02	0	0.00	-225	-5,690	-0.19	5,465
404	0.57	173	0.08	231	298	0.12	106	Equipment Rental	2,222	0.21	1,903	0.06	319	2,797	0.10	-574
273	0.39	390	0.17	-117	388	0.15	-115	Payroll Services	4,518	0.43	6,354	0.21	-1,836	6,204	0.21	-1,686
840	1.19	1,426	0.62	-586	1,492	0.59	-653	Bank Charges	12,868	1.23	15,686	0.52	-2,818	16,122	0.55	-3,254
-426	-0.61	0	0.00	-426	63	0.03	-489	Chargebacks	129	0.01	0	0.00	129	12,407	0.42	-12,278
665	0.95	925	0.40	-260	1,112	0.44	-447	Workers Comp Insurance	8,194	0.78	11,323	0.38	-3,129	11,986	0.41	-3,792
7,201	10.24	17,715	7.70	-10,514	19,067	7.54	-11,866	Total Operating- A&G	115,697	11.02	221,300	7.36	-105,603	244,109	8.31	-128,412

18,275	25.99	31,780	13.81	-13,505	31,858	12.60	-13,583	Total Expenses- A&G	258,338	24.61	361,542	12.02	-103,204	372,955	12.69	-114,617
--------	-------	--------	-------	---------	--------	-------	---------	---------------------	---------	-------	---------	-------	----------	---------	-------	----------

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	4,402	1.91	-4,402	4,296	1.70	-4,296	Sales Manager	11,257	1.07	48,113	1.60	-36,856	46,532	1.58	-35,275
360	0.51	915	0.40	-554	722	0.29	-361	Revenue Management	5,137	0.49	10,060	0.33	-4,922	8,283	0.28	-3,146
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.05	1,893	0.06	-1,377	0	0.00	516
2,570	3.65	0	0.00	2,570	0	0.00	2,570	Sales Coordinator	17,675	1.68	0	0.00	17,675	18,136	0.62	-461
215	0.31	478	0.21	-263	324	0.13	-108	Payroll Taxes	2,698	0.26	4,808	0.16	-2,111	5,834	0.20	-3,136
156	0.22	733	0.32	-577	-561	-0.22	717	Employee Benefits	2,235	0.21	8,063	0.27	-5,828	6,463	0.22	-4,228
0	0.00	0	0.00	0	0	0.00	0	Vacation / PTO	3,127	0.30	0	0.00	3,127	920	0.03	2,207
136	0.19	0	0.00	136	200	0.08	-64	Holiday	744	0.07	0	0.00	744	1,416	0.05	-672
0	0.00	800	0.35	-800	484	0.19	-484	Bonus/Incentive Pay	457	0.04	3,200	0.11	-2,743	3,351	0.11	-2,894
3,437	4.89	7,500	3.26	-4,062	5,464	2.16	-2,027	Total P/R & R/B- Sales	43,846	4.18	76,137	2.53	-32,291	90,934	3.09	-47,088
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	31	0.00	0	0.00	31	26	0.00	6
0	0.00	25	0.01	-25	25	0.01	-25	Office Supplies	0	0.00	275	0.01	-275	167	0.01	-167
0	0.00	50	0.02	-50	5	0.00	-5	Travel & Lodging	0	0.00	1,550	0.05	-1,550	1,648	0.06	-1,648
0	0.00	0	0.00	0	0	0.00	0	Meals & Entertainment	0	0.00	250	0.01	-250	96	0.00	-96
0	0.00	75	0.03	-75	150	0.06	-150	Promotions	332	0.03	825	0.03	-493	950	0.03	-617
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	550	0.02	-450	350	0.01	-250
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	60	0.00	-60	35	0.00	-35
0	0.00	145	0.06	-145	7	0.00	-7	Sales Training	387	0.04	580	0.02	-193	95	0.00	292
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	4,432	0.42	3,971	0.13	461	2,026	0.07	2,406
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	325	0.14	-325	200	0.08	-200	e Commerce Costs	0	0.00	3,575	0.12	-3,575	5,184	0.18	-5,184
265	0.38	947	0.41	-682	1,601	0.63	-1,336	Brand Paid Search	5,177	0.49	11,949	0.40	-6,772	13,794	0.47	-8,617
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	770	0.03	-770	770	0.03	-770
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	300	0.01	-300	0	0.00	0
265	0.38	1,617	0.70	-1,352	2,039	0.81	-1,774	Total Operating- Sales	10,460	1.00	24,655	0.82	-14,195	25,160	0.86	-14,701
3,702	5.26	9,116	3.96	-5,414	7,503	2.97	-3,801	Total Expenses-Sales	54,306	5.17	100,792	3.35	-46,486	116,095	3.95	-61,789

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
 For Property: HI Charlotte University Place
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,039	4.39	4,521	2.01	-482	4,125	1.65	-86	Chief Engineer	48,005	4.18	50,480	1.77	-2,475	47,913	1.68	92
0	0.00	2,520	1.12	-2,520	2,346	0.94	-2,346	General Maintenance	4,511	0.39	28,140	0.99	-23,629	25,404	0.89	-20,893
355	0.39	598	0.27	-243	486	0.19	-131	Payroll Taxes	4,589	0.40	6,683	0.23	-2,094	6,314	0.22	-1,726
483	0.53	576	0.26	-93	638	0.26	-155	Employee Benefits	6,179	0.54	6,336	0.22	-157	5,868	0.21	312
220	0.24	0	0.00	220	326	0.13	-106	Holiday	1,382	0.12	0	0.00	1,382	1,417	0.05	-36
440	0.48	0	0.00	440	0	0.00	440	Vacation /PTO	4,822	0.42	0	0.00	4,822	1,828	0.06	2,994
5,537	6.02	8,215	3.64	-2,678	7,921	3.17	-2,384	Total P/R & Related Expenses- Maintenance	69,488	6.06	91,639	3.22	-22,151	88,745	3.11	-19,257
Operating Expenses- R & M																
103	0.11	450	0.20	-347	122	0.05	-19	Auto Expense	2,044	0.18	2,170	0.08	-126	1,743	0.06	301
0	0.00	0	0.00	0	0	0.00	0	Laundry Equipment	291	0.03	0	0.00	291	0	0.00	291
140	0.15	969	0.43	-829	140	0.06	0	Building Maintenance	1,622	0.14	12,234	0.43	-10,612	12,147	0.43	-10,525
33	0.04	113	0.05	-80	210	0.08	-177	Light Bulbs	965	0.08	1,423	0.05	-457	1,588	0.06	-622
0	0.00	225	0.10	-225	28	0.01	-28	Electrical & Mechanical	1,483	0.13	2,845	0.10	-1,362	1,166	0.04	317
47	0.05	564	0.25	-517	1,350	0.54	-1,304	HVAC	1,059	0.09	7,113	0.25	-6,053	7,946	0.28	-6,886
0	0.00	158	0.07	-158	0	0.00	0	Plumbing & Boiler	805	0.07	1,992	0.07	-1,186	1,109	0.04	-304
53	0.06	0	0.00	53	0	0.00	53	Pool	524	0.05	900	0.03	-376	895	0.03	-370
0	0.00	1,057	0.47	-1,057	1,056	0.42	-1,056	Grounds & Landscaping	5,527	0.48	11,627	0.41	-6,100	13,225	0.46	-7,698
0	0.00	45	0.02	-45	0	0.00	0	Signage	709	0.06	569	0.02	140	214	0.01	495
0	0.00	225	0.10	-225	52	0.02	-52	Furniture & Fixtures	-68	-0.01	2,845	0.10	-2,913	1,659	0.06	-1,727
0	0.00	45	0.02	-45	18	0.01	-18	Painting	32	0.00	569	0.02	-537	523	0.02	-491
0	0.00	100	0.04	-100	35	0.01	-35	Carpet & Floor	0	0.00	8,600	0.30	-8,600	9,483	0.33	-9,483
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	125	0.00	-125
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	60	0.01	330	0.01	-270	145	0.01	-85
0	0.00	23	0.01	-23	0	0.00	0	Kitchen Equipment	0	0.00	285	0.01	-285	387	0.01	-387
0	0.00	316	0.14	-316	1,558	0.62	-1,558	Locks & Keys	686	0.06	3,983	0.14	-3,297	5,468	0.19	-4,782
0	0.00	45	0.02	-45	23	0.01	-23	Radio & TV	0	0.00	569	0.02	-569	1,353	0.05	-1,353
190	0.21	215	0.10	-25	184	0.07	6	Exterminating	3,477	0.30	2,365	0.08	1,112	2,273	0.08	1,205
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	1,609	0.14	1,620	0.06	-11	1,609	0.06	0
0	0.00	0	0.00	0	88	0.04	-88	Fire & Safety	3,531	0.31	3,264	0.11	267	9,254	0.32	-5,722
389	0.42	265	0.12	124	1,022	0.41	-633	Elevator	2,989	0.26	2,915	0.10	74	5,230	0.18	-2,241
954	1.04	4,844	2.15	-3,890	5,917	2.37	-4,963	Total Operating - R & M	27,347	2.38	68,216	2.40	-40,869	77,541	2.71	-50,194
6,491	7.06	13,060	5.79	-6,569	13,838	5.55	-7,347	Total Expenses- R & M	96,834	8.44	159,854	5.62	-63,020	166,285	5.82	-69,451

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
1,668	1.81	3,768	1.67	-2,100	3,664	1.47	-1,996	Electricity	40,124	3.50	56,075	1.97	-15,951	54,085	1.89	-13,962
372	0.40	2,505	1.11	-2,133	1,639	0.66	-1,267	Gas	11,996	1.05	21,347	0.75	-9,351	20,043	0.70	-8,047
3,831	4.16	5,833	2.59	-2,002	5,235	2.10	-1,404	Water & Sewer	37,240	3.25	56,161	1.97	-18,921	54,034	1.89	-16,794
241	0.26	553	0.25	-312	578	0.23	-337	Waste Removal	3,657	0.32	6,083	0.21	-2,426	5,955	0.21	-2,298
6,112	6.64	12,659	5.62	-6,547	11,116	4.46	-5,004	Total Expenses- Utilities	93,016	8.11	139,666	4.91	-46,650	134,118	4.70	-41,101

12/14/2020 at 1:37:21 PM

Page 17 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,180	6.05	13,534	6.04	-9,354	14,977	6.03	-10,797	Franchise Fees/ Royalties	62,345	6.04	177,253	6.04	-114,909	173,021	6.03	-110,676
2,696	3.90	9,023	4.03	-6,327	9,985	4.02	-7,290	Advertising	41,536	4.03	118,169	4.02	-76,633	115,426	4.02	-73,890
1,809	2.62	8,114	3.62	-6,305	10,343	4.16	-8,534	Frequent Traveler	38,697	3.75	102,420	3.49	-63,723	113,873	3.97	-75,177
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	25	0.00	0	0.00	25	3,297	0.11	-3,272
8,685	12.57	30,671	13.70	-21,986	35,305	14.21	-26,620	Total Franchise Fees Expense	142,602	13.83	397,842	13.55	-255,240	405,617	14.13	-263,015

12/14/2020 at 1:37:21 PM

Page 18 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
1,757	2.50	5,752	2.50	-3,995	6,323	2.50	-4,566	Management Fees	26,241	2.50	75,197	2.50	-48,956	73,383	2.50	-47,142
4,236	6.02	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,213	1.45	0	0.00	15,213	0	0.00	15,213
5,993	8.52	5,752	2.50	241	6,323	2.50	-330	Total Management Fees Expense	41,454	3.95	75,197	2.50	-33,743	73,383	2.50	-31,929

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
32,092	45.64	32,092	13.95	0	31,233	12.35	859	Ground Lease	350,432	33.39	349,573	11.62	859	341,053	11.60	9,379
11,198	15.92	9,203	4.00	1,994	11,198	4.43	0	FF & E Reserve	123,175	11.73	120,315	4.00	2,860	126,994	4.32	-3,819
1,032	1.47	974	0.42	58	973	0.38	59	Van Lease	10,853	1.03	10,714	0.36	139	10,732	0.37	121
7,049	10.02	9,925	4.31	-2,876	7,440	2.94	-391	Real Estate Tax	95,975	9.14	109,176	3.63	-13,201	111,342	3.79	-15,367
1,288	1.83	486	0.21	802	476	0.19	812	Personal Property Tax	7,094	0.68	5,343	0.18	1,751	5,239	0.18	1,855
4,683	6.66	4,480	1.95	203	4,279	1.69	404	Insurance	50,598	4.82	49,180	1.64	1,418	47,186	1.61	3,411
57,342	81.55	57,160	24.85	183	55,599	21.98	1,743	TOTAL FIXED EXPENSES	638,127	60.79	644,301	21.43	-6,174	642,546	21.86	-4,419

12/14/2020 at 1:37:21 PM

Page 20 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
491	0.70	0	0.00	491	11,052	4.37	-10,561	Owners Expense	13,089	1.25	0	0.00	13,089	14,343	0.49	-1,254
45,801	65.13	0	0.00	45,801	45,801	18.11	0	Depreciation	503,811	48.00	0	0.00	503,811	503,811	17.14	0
3,001	4.27	0	0.00	3,001	3,001	1.19	0	Amortization Expense	33,011	3.14	0	0.00	33,011	33,011	1.12	0
33,500	47.64	32,983	14.34	517	32,780	12.96	720	Interest Expense	365,731	34.84	365,761	12.16	-30	365,426	12.43	304
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	-31,799	-1.08	31,799
0	0.00	2,301	1.00	-2,301	2,529	1.00	-2,529	Asset Management Fee	4,123	0.39	30,079	1.00	-25,956	29,326	1.00	-25,203
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-317	-0.03	0	0.00	-317	0	0.00	-317
11,887	16.91	0	0.00	11,887	1,000	0.40	10,887	Uninsured Loss	11,887	1.13	0	0.00	11,887	1,000	0.03	10,887
0	0.00	0	0.00	0	5,745	2.27	-5,745	Extraordinary Expenses	3,861	0.37	0	0.00	3,861	66,943	2.28	-63,082
0		0		0	0		0	Ground Lease Tax	32,092		0		32,092	0		32,092
94,681	134.65	35,284	15.34	59,397	101,908	40.29	-7,227	Total Other	967,288	92.15	395,840	13.16	571,448	982,062	33.42	-14,774

12/14/2020 at 1:37:21 PM

Page 21 of 22

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
For Property: Hampton Inn Raleigh Cary
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,870		3,870		0	3,870		0	Total Rooms Available	43,215		43,215		0	43,086		129
1,273		2,958		-1,685	3,074		-1,801	Total Rooms Sold	14,600		33,001		-18,401	32,179		-17,579
32.89%		76.43%		-43.54%	79.43%		-46.54%	Occupancy %	33.78%		76.36%		-42.58%	74.69%		-40.90%
74.17		114.11		-39.94	110.66		-36.49	Average Rate	90.08		111.75		-21.67	110.05		-19.97
24.40		87.22		-62.82	87.90		-63.50	REVPAR	30.43		85.33		-54.90	82.19		-51.76
REVENUES																
94,424	98.88	337,544	98.80	-243,120	340,177	98.90	-245,753	ROOMS	1,315,105	98.86	3,687,719	98.78	-2,372,614	3,541,218	98.75	-2,226,113
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,074	1.12	4,111	1.20	-3,036	3,781	1.10	-2,707	MISCELLANEOUS	15,171	1.14	45,680	1.22	-30,509	44,787	1.25	-29,615
95,498	100.00	341,655	100.00	-246,157	343,958	100.00	-248,460	TOTAL REVENUES	1,330,276	100.00	3,733,399	100.00	-2,403,123	3,586,005	100.00	-2,255,729
DEPARTMENT EXPENSES																
27,936	29.59	77,633	23.00	-49,697	73,016	21.46	-45,080	ROOMS EXPENSE	307,770	23.40	821,176	22.27	-513,406	786,717	22.22	-478,947
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
227	21.12	839	20.41	-612	1,729	45.72	-1,502	MISCELLANEOUS EXPENSE	3,997	26.34	9,350	20.47	-5,354	13,225	29.53	-9,228
28,162	29.49	78,472	22.97	-50,309	74,744	21.73	-46,582	TOTAL DEPARTMENTAL EXPENSES	311,767	23.44	830,526	22.25	-518,759	799,942	22.31	-488,175
DEPARTMENTAL PROFIT																
66,489	70.41	259,912	77.00	-193,423	267,162	78.54	-200,673	ROOMS PROFIT	1,007,335	76.60	2,866,543	77.73	-1,859,208	2,754,501	77.78	-1,747,166
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
847	78.88	3,272	79.59	-2,424	2,052	54.28	-1,205	MISCELLANEOUS PROFIT	11,175	73.66	36,330	79.53	-25,156	31,562	70.47	-20,387
67,336	70.51	263,183	77.03	-195,847	269,214	78.27	-201,878	TOTAL DEPARTMENTAL PROFIT	1,018,509	76.56	2,902,873	77.75	-1,884,364	2,786,063	77.69	-1,767,554
15,303	16.02	33,358	9.76	-18,056	36,787	10.70	-21,485	A & G EXPENSE	230,004	17.29	358,304	9.60	-128,301	335,300	9.35	-105,297
2,142	2.24	1,891	0.55	251	1,818	0.53	324	TELECOM	23,056	1.73	20,805	0.56	2,251	20,553	0.57	2,503
5,540	5.80	11,151	3.26	-5,611	10,779	3.13	-5,239	SALES & MARKETING EXPENSES	74,888	5.63	101,529	2.72	-26,641	95,165	2.65	-20,277
22,899	23.98	47,657	13.95	-24,759	40,610	11.81	-17,711	FRANCHISE FEES	192,005	14.43	523,827	14.03	-331,822	497,793	13.88	-305,788
5,980	6.26	12,820	3.75	-6,840	11,332	3.29	-5,352	MAINTENANCE EXPENSES	66,082	4.97	155,583	4.17	-89,501	145,080	4.05	-78,999
5,862	6.14	10,762	3.15	-4,900	11,209	3.26	-5,347	UTILITIES EXPENSE	81,086	6.10	129,859	3.48	-48,772	129,731	3.62	-48,644
57,725	60.45	117,640	34.43	-59,915	112,535	32.72	-54,810	TOTAL ADMIN EXPENSES	667,121	50.15	1,289,906	34.55	-622,786	1,223,622	34.12	-556,501
9,611	10.06	145,544	42.60	-135,932	156,679	45.55	-147,068	HOUSE PROFIT	351,389	26.41	1,612,967	43.20	-1,261,578	1,562,441	43.57	-1,211,053

FIXED EXPENSES																
6,083	6.37	8,545	2.50	-2,461	8,599	2.50	-2,516	MANAGEMENT FEES	47,919	3.60	93,369	2.50	-45,451	89,650	2.50	-41,731
53,875	56.41	56,471	16.53	-2,596	51,673	15.02	2,201	FIXED EXPENSES	589,371	44.30	616,849	16.52	-27,478	551,009	15.37	38,362
-50,347	-52.72	80,528	23.57	-130,875	96,406	28.03	-146,753	NET OPERATING INCOME	-285,901	-21.49	902,748	24.18	-1,188,649	921,782	25.70	-1,207,684
82,871	86.78	33,735	9.87	49,136	99,005	28.78	-16,134	Other	942,920	70.88	370,840	9.93	572,080	987,324	27.53	-44,403
-133,218	-139.50	46,793	13.70	-180,010	-2,598	-0.76	-130,619	N.I. after Other	-1,228,821	-92.37	531,908	14.25	-1,760,730	-65,541	-1.83	-1,163,280
-80,663		46,793		-127,455	49,957		-130,619	Cash before Depreciation/Amortization	-650,716		531,908		-1,182,625	512,564		-1,163,280

12/14/2020 at 11:08:24 AM

Page 1 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
8,314	8.80	137,697	40.79	-129,383	112,001	32.92	-103,688	Rack/ Premium	395,990	30.11	1,586,426	43.02	-1,190,436	1,387,077	39.17	-991,086
3,261	3.45	64,876	19.22	-61,614	57,842	17.00	-54,581	Corporate	189,453	14.41	741,457	20.11	-552,004	659,961	18.64	-470,509
55,063	58.31	41,019	12.15	14,044	91,949	27.03	-36,887	Discounts - Other	435,082	33.08	854,451	23.17	-419,369	958,244	27.06	-523,162
123	0.13	7,099	2.10	-6,976	5,400	1.59	-5,277	Government	21,286	1.62	55,120	1.49	-33,834	49,926	1.41	-28,640
16,608	17.59	22,363	6.63	-5,755	15,226	4.48	1,382	Locally Negotiated Rate	170,971	13.00	209,875	5.69	-38,904	206,521	5.83	-35,550
-73	-0.08	0	0.00	-73	-897	-0.26	824	Allowances	-805	-0.06	0	0.00	-805	-2,172	-0.06	1,366
83,295	88.21	273,053	80.89	-189,758	281,522	82.76	-198,227	Total Transient Revenue	1,211,977	92.16	3,447,329	93.48	-2,235,352	3,259,558	92.05	-2,047,580
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
11,146	11.80	64,491	19.11	-53,345	57,601	16.93	-46,455	Group- Corporate	97,673	7.43	240,389	6.52	-142,716	252,904	7.14	-155,230
11,146	11.80	64,491	19.11	-53,345	57,601	16.93	-46,455	Total Group Revenue	97,673	7.43	240,389	6.52	-142,716	252,904	7.14	-155,230
-17	-0.02	0	0.00	-17	1,054	0.31	-1,072	Guaranteed No-Show	5,454	0.41	0	0.00	5,454	28,757	0.81	-23,303
94,424	100.00	337,544	100.00	-243,120	340,177	100.00	-245,753	Total Rooms Revenue	1,315,105	100.00	3,687,719	100.00	-2,372,614	3,541,218	100.00	-2,226,113
ROOM STATISTICS																
86	7	1,035	35	-949	803	26	-717	Rack/ Premium Rooms	3,475	24	12,090	37	-8,615	10,561	33	-7,086
38	3	592	20	-554	529	17	-491	Corporate Rooms	1,852	13	6,746	20	-4,894	6,095	19	-4,243
794	62	414	14	380	987	32	-193	Discounts - Other Rooms	5,775	40	9,193	28	-3,418	10,473	33	-4,698
1	0	59	2	-58	45	1	-44	Government Rooms	179	1	467	1	-288	424	1	-245
241	19	207	7	34	142	5	99	Locally Negotiated Corporate Rooms	2,238	15	1,954	6	284	1,926	6	312
1,160	91	2,307	78	-1,147	2,506	82	-1,346	Total Transient Stats	13,519	93	30,450	92	-16,931	29,479	92	-15,960
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
113	9	651	22	-538	568	18	-455	Group- Corporate Rooms	1,081	7	2,551	8	-1,470	2,700	8	-1,619
113	9	651	22	-538	568	18	-455	Total Group Stats	1,081	7	2,551	8	-1,470	2,700	8	-1,619
1,273	100	2,958	100	-1,685	3,074	100	-1,801	TOTAL ROOM STATISTICS	14,600	100	33,001	100	-18,401	32,179	100	-17,579
Other Room Stats																
0	0	0	0	0	29	1	-29	Comp Rooms	62	0	0	0	62	166	1	-104
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	1	0	-1

759	60	0	0	759	2,025	66	-1,266 Single Occupancy	11,214	77	0	0	11,214	23,602	73	-12,388
514	40	0	0	514	1,049	34	-535 Multiple Occupancy	3,384	23	0	0	3,384	8,306	26	-4,922
36	3	0	0	36	8	0	28 Out of Order Rooms	564	4	0	0	564	101	0	463
1,963	154	0	0	1,963	4,559	148	-2,596 # of Guests	19,167	131	0	0	19,167	43,542	135	-24,375

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
96.67		133.00		-36.33	139.48		-42.81	Rack/Premium ADR	113.95		131.22		-17.26	131.34		-17.39
85.82		109.66		-23.84	109.34		-23.52	Corporate ADR	102.30		109.92		-7.62	108.28		-5.98
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
69.35		99.05		-29.70	93.16		-23.81	Discount ADR	75.34		92.95		-17.61	91.50		-16.16
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
123.00		120.00		3.00	120.00		3.00	Government ADR	118.92		117.91		1.00	117.75		1.17
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
68.91		108.00		-39.09	107.23		-38.31	Local Negotiated ADR	76.39		107.43		-31.04	107.23		-30.83
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
71.81		118.35		-46.54	112.34		-40.53	Total Transient ADR	89.65		113.21		-23.56	110.57		-20.92
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
98.64		99.10		-0.46	101.41		-2.77	Group - Corporate ADR	90.35		94.22		-3.86	93.67		-3.31
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
98.64		99.10		-0.46	101.41		-2.77	Total Group ADR	90.35		94.22		-3.86	93.67		-3.31

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,853	2.24	7,082	2.39	-4,229	6,698	2.18	-3,844	FD/ Guest Service Reps	32,533	2.23	79,010	2.39	-46,477	71,524	2.22	-38,991
0	0.00	3,472	1.17	-3,472	3,223	1.05	-3,223	Executive Housekeeper	5,183	0.36	38,057	1.15	-32,874	30,286	0.94	-25,103
0	0.00	1,235	0.42	-1,235	1,727	0.56	-1,727	Asst Exec Housekeeper/ Inspectress	3,546	0.24	13,790	0.42	-10,244	17,168	0.53	-13,622
4,004	3.15	11,026	3.73	-7,022	12,678	4.12	-8,674	Housekeepers	36,216	2.48	123,012	3.73	-86,796	113,707	3.53	-77,491
0	0.00	2,903	0.98	-2,903	2,667	0.87	-2,667	Housemen	12,867	0.88	32,412	0.98	-19,545	32,685	1.02	-19,818
1,630	1.28	2,837	0.96	-1,207	2,903	0.94	-1,273	Laundry	9,118	0.62	31,648	0.96	-22,530	30,430	0.95	-21,312
0	0.00	2,379	0.80	-2,379	2,888	0.94	-2,888	Comp Breakfast Hostess	6,707	0.46	26,570	0.81	-19,863	29,001	0.90	-22,295
3,912	3.07	2,990	1.01	922	3,115	1.01	797	Night Audit	31,090	2.13	33,391	1.01	-2,301	33,191	1.03	-2,101
1,168	0.92	3,273	1.11	-2,105	3,167	1.03	-1,999	Payroll Taxes	13,675	0.94	35,755	1.08	-22,080	33,391	1.04	-19,717
635	0.50	1,995	0.67	-1,360	1,388	0.45	-753	Employee Benefits	9,125	0.63	21,945	0.66	-12,820	18,997	0.59	-9,871
1,000	0.79	1,450	0.49	-450	916	0.30	84	Vacation /PTO	20,141	1.38	15,950	0.48	4,191	12,785	0.40	7,356
368	0.29	1,250	0.42	-882	991	0.32	-623	Holiday	2,294	0.16	6,250	0.19	-3,956	5,985	0.19	-3,692
0	0.00	150	0.05	-150	300	0.10	-300	Bonus/Incentive Pay	0	0.00	1,650	0.05	-1,650	2,606	0.08	-2,606
15,570	12.23	42,042	14.21	-26,472	42,659	13.88	-27,089	Total P/R & R/Benefits- Rooms	182,494	12.50	459,440	13.92	-276,945	431,756	13.42	-249,262
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	177	0.06	-177	143	0.05	-143	Newspapers	345	0.02	1,980	0.06	-1,635	1,607	0.05	-1,262
2,318	1.82	10,945	3.70	-8,627	11,378	3.70	-9,060	Comp Breakfast	29,708	2.03	122,104	3.70	-92,395	121,791	3.78	-92,083
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	124	0.01	1,000	0.03	-876	3,224	0.10	-3,100
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	0	0.00	0
-76	-0.06	237	0.08	-313	268	0.09	-344	Laundry Supplies	305	0.02	2,640	0.08	-2,335	1,471	0.05	-1,167
2,062	1.62	1,627	0.55	435	1,390	0.45	672	Linen Supplies	3,793	0.26	18,151	0.55	-14,358	11,704	0.36	-7,912
1,691	1.33	1,642	0.56	49	1,642	0.53	49	Cable TV	17,402	1.19	18,065	0.55	-664	17,964	0.56	-563
452	0.35	452	0.15	0	452	0.15	0	HSIA Support	5,169	0.35	4,967	0.15	203	5,117	0.16	53
0	0.00	3,500	1.18	-3,500	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.11	-3,750	141	0.00	-141
801	0.63	2,916	0.99	-2,115	2,811	0.91	-2,010	Reservations Expense	11,362	0.78	32,076	0.97	-20,714	34,761	1.08	-23,399
1,101	0.87	3,254	1.10	-2,152	2,409	0.78	-1,307	Guest Room Supplies	12,086	0.83	36,301	1.10	-24,215	38,401	1.19	-26,315
675	0.53	503	0.17	172	385	0.13	290	Cleaning Supplies	4,310	0.30	5,610	0.17	-1,300	4,651	0.14	-342
698	0.55	444	0.15	254	373	0.12	325	Ecolab Core Supplies	4,678	0.32	4,951	0.15	-273	4,172	0.13	507
2,644	2.08	9,377	3.17	-6,733	7,499	2.44	-4,855	Travel Agents Commission	34,235	2.34	104,613	3.17	-70,378	98,078	3.05	-63,843
0	0.00	200	0.07	-200	1,086	0.35	-1,086	Uniforms	471	0.03	2,200	0.07	-1,729	5,526	0.17	-5,055
0	0.00	318	0.11	-318	520	0.17	-520	Walk Expense	354	0.02	3,328	0.10	-2,974	6,352	0.20	-5,998
0	0.00	0	0.00	0	0	0.00	0	COVID 19 Supplies	933	0.06	0	0.00	933	0	0.00	933
12,366	9.71	35,591	12.03	-23,225	30,357	9.88	-17,991	Total Operating - Rooms	125,276	8.58	361,736	10.96	-236,460	354,961	11.03	-229,685
27,936	21.94	77,633	26.25	-49,697	73,016	23.75	-45,080	Total Expenses- Rooms	307,770	21.08	821,176	24.88	-513,406	786,717	24.45	-478,947
66,489	52.23	259,912	87.87	-193,423	267,162	86.91	-200,673	Net Income- Rooms	1,007,335	69.00	2,866,543	86.86	-1,859,208	2,754,501	85.60	-1,747,166

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:08:24 AM

Page 7 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:08:24 AM

Page 9 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
50	0.00	50	0.00	0	4	0.00	46	Long Distance	68	0.00	550	0.00	-482	182	0.00	-114
59	0.00	75	0.00	-16	163	0.00	-104	Internet Access Fees	579	0.00	825	0.00	-246	1,183	0.00	-603
109	0.00	125	0.00	-16	167	0.00	-58	Total Phone Revenues	647	0.00	1,375	0.00	-728	1,365	0.00	-718
COS- Communication																
72	0.08	75	0.02	-3	88	0.03	-16	COS-Local	766	0.06	825	0.02	-59	1,010	0.03	-244
828	1,656.26	550	1,100.00	278	506	12,653.25	322	COS-Long Distance	7,685	11,343.37	6,050	1,100.00	1,635	5,018	2,756.98	2,667
1,251	2,106.62	1,291	1,721.81	-40	1,291	790.55	-40	COS-HSIA ISP	13,752	2,374.56	14,205	1,721.81	-453	14,224	1,202.82	-472
2,151	0.00	1,916	0.00	235	1,886	0.00	266	Total COS- Comm	22,203	0.00	21,080	0.00	1,123	20,252	0.00	1,951
-2,042	0.00	-1,791	0.00	-251	-1,718	0.00	-324	Gross Margin- Comm	-21,556	0.00	-19,705	0.00	-1,851	-18,887	0.00	-2,669
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,051	0.00	1,100	0.00	-49	1,281	0.00	-230
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	449	0.00	0	0.00	449	384	0.00	65
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,500	0.00	1,100	0.00	400	1,666	0.00	-165
2,142	0.00	1,891	0.00	251	1,818	0.00	324	N.I.- Comm Dept	23,056	0.00	20,805	0.00	2,251	20,553	0.00	2,503

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	177	8.41	-177	233	9.73	-233	Laundry/Valet	205	1.92	1,980	8.36	-1,775	1,828	7.26	-1,622
0	0.00	0	0.00	0	1,308	54.73	-1,308	Gift Shop Sales	38	0.35	0	0.00	38	12,143	48.25	-12,105
0	0.01	0	0.00	0	0	0.00	0	Miscellaneous	1	0.01	0	0.00	1	0	0.00	1
36	3.36	750	35.53	-714	849	35.53	-813	Late Cancellation Income	3,527	32.89	7,000	29.56	-3,473	9,670	38.42	-6,143
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	300	2.80	0	0.00	300	0	0.00	300
0	0.00	0	0.00	0	0	0.00	0	Tax Discounts Earned	0	0.00	1,500	6.33	-1,500	1,526	6.06	-1,526
1,038	96.64	1,183	56.06	-145	0	0.00	1,038	Market Sales	6,652	62.03	13,200	55.74	-6,548	0	0.00	6,652
1,074	100.00	2,111	100.00	-1,036	2,390	100.00	-1,316	Total Miscellaneous Revenues	10,724	100.00	23,680	100.00	-12,957	25,167	100.00	-14,444
COSales- Miscellaneous																
0	0.00	177	100.00	-177	281	120.77	-281	COS-Laundry/Valet	205	100.00	1,980	100.00	-1,775	2,072	113.35	-1,866
0	0.00	0	0.00	0	1,227	93.77	-1,227	COS-Gift Shop	423	1,113.58	0	0.00	423	10,690	88.03	-10,267
227	21.85	592	50.00	-365	0	0.00	227	COS- Market	3,274	49.21	6,600	50.00	-3,327	0	0.00	3,274
227	21.12	769	36.44	-542	1,508	63.08	-1,281	Total COS- Miscellaneous	3,902	36.39	8,580	36.23	-4,678	12,761	50.71	-8,859
0	0.00	1,900	95.00	-1,900	1,202	86.41	-1,202	Banquet Room Rental	4,230	95.10	20,900	95.00	-16,670	18,781	95.72	-14,551
0	0.00	100	5.00	-100	189	13.59	-189	Banquet Room F & B	218	4.90	1,100	5.00	-882	839	4.28	-621
0	0.00	2,000	100.00	-2,000	1,391	100.00	-1,391	Total Meeting Room Revenues	4,448	100.00	22,000	100.00	-17,552	19,619	100.00	-15,172
Cost of Sales- Meeting Room																
0	0.00	70	3.50	-70	221	15.89	-221	COS-Banquet Room F & B	57	1.29	770	3.50	-713	221	1.13	-164
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	37	0.84	0	0.00	37	242	1.24	-205
847	78.88	3,272	155.00	-2,424	2,052	85.88	-1,205	Total Miscellaneous Profit	11,175	104.21	36,330	153.42	-25,156	31,562	125.41	-20,387

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,780	5.01	6,138	1.80	-1,358	5,975	1.74	-1,195	General Manager	57,897	4.35	67,996	1.82	-10,099	66,497	1.85	-8,601
4,451	4.66	4,148	1.21	303	4,828	1.40	-377	Assistant General Manager	38,552	2.90	46,318	1.24	-7,766	27,797	0.78	10,755
300	0.31	972	0.28	-672	1,883	0.55	-1,583	Payroll Taxes	8,462	0.64	9,448	0.25	-986	8,878	0.25	-417
389	0.41	951	0.28	-562	961	0.28	-572	Employee Benefits	14,723	1.11	10,461	0.28	4,262	11,100	0.31	3,623
150	0.16	0	0.00	150	0	0.00	150	Vacation /PTO	7,250	0.55	0	0.00	7,250	3,500	0.10	3,750
0	0.00	0	0.00	0	279	0.08	-279	Holiday	2,083	0.16	0	0.00	2,083	1,464	0.04	619
0	0.00	2,500	0.73	-2,500	4,187	1.22	-4,187	Bonus/Incentive Pay	4,323	0.32	10,000	0.27	-5,677	8,804	0.25	-4,482
10,070	10.54	14,709	4.31	-4,639	18,112	5.27	-8,042	Total P/R & R/B- A&G	133,288	10.02	144,223	3.86	-10,934	128,041	3.57	5,248
Operating Expenses- A&G																
0	0.00	350	0.10	-350	795	0.23	-795	Employee Relations	1,229	0.09	4,500	0.12	-3,271	8,408	0.23	-7,179
2,000	2.09	2,000	0.59	0	2,000	0.58	0	Accounting Fees	22,000	1.65	22,000	0.59	0	22,000	0.61	0
867	0.91	1,205	0.35	-338	1,164	0.34	-297	Data Processing	15,109	1.14	13,578	0.36	1,531	14,167	0.40	942
218	0.23	444	0.13	-226	705	0.21	-488	Office Supplies	2,652	0.20	4,950	0.13	-2,298	4,509	0.13	-1,856
44	0.05	99	0.03	-55	44	0.01	0	Muzak	466	0.04	1,085	0.03	-619	812	0.02	-346
0	0.00	300	0.09	-300	389	0.11	-389	Travel & Lodging	739	0.06	7,050	0.19	-6,311	8,210	0.23	-7,471
0	0.00	80	0.02	-80	0	0.00	0	Meals and Entertainment	35	0.00	880	0.02	-845	319	0.01	-284
0	0.00	75	0.02	-75	0	0.00	0	Telephone	218	0.02	825	0.02	-607	200	0.01	18
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	1,873	0.14	1,652	0.04	221	2,104	0.06	-231
0	0.00	148	0.04	-148	17	0.01	-17	Postage	790	0.06	1,650	0.04	-860	1,059	0.03	-269
0	0.00	250	0.07	-250	0	0.00	0	Recruitment	922	0.07	3,500	0.09	-2,578	1,315	0.04	-393
47	0.05	180	0.05	-133	167	0.05	-120	Employment Screening/ Drug Testing	1,252	0.09	1,980	0.05	-728	1,778	0.05	-526
0	0.00	100	0.03	-100	0	0.00	0	Training	399	0.03	1,100	0.03	-701	124	0.00	275
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	272	0.01	-272
135	0.14	315	0.09	-180	150	0.04	-15	Dues/Subscriptions	1,442	0.11	3,465	0.09	-2,023	1,806	0.05	-364
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	36	0.00	-36
3,570	3.74	9,952	2.91	-6,383	10,154	2.95	-6,585	Credit Card Commissions	31,378	2.36	108,735	2.91	-77,357	98,663	2.75	-67,285
-3,862	-4.04	0	0.00	-3,862	3	0.00	-3,865	Cash Over/Short	-9,811	-0.74	0	0.00	-9,811	1,048	0.03	-10,859
0	0.00	0	0.00	0	0	0.00	0	Moving Expenses	0	0.00	0	0.00	0	1,901	0.05	-1,901
357	0.37	175	0.05	182	183	0.05	174	Equipment Rental	1,899	0.14	1,925	0.05	-26	1,831	0.05	68
320	0.34	500	0.15	-180	505	0.15	-184	Payroll Services	4,339	0.33	6,905	0.18	-2,566	6,761	0.19	-2,423
997	1.04	1,500	0.44	-503	1,483	0.43	-485	Bank Charges	12,684	0.95	16,500	0.44	-3,816	15,977	0.45	-3,292
0	0.00	0	0.00	0	-256	-0.07	256	Chargebacks	57	0.00	0	0.00	57	1,846	0.05	-1,789
540	0.57	977	0.29	-437	1,172	0.34	-632	Workers Comp Insurance	7,044	0.53	11,801	0.32	-4,757	12,114	0.34	-5,070
5,233	5.48	18,650	5.46	-13,417	18,675	5.43	-13,442	Total Operating- A&G	96,715	7.27	214,082	5.73	-117,367	207,260	5.78	-110,545
15,303	16.02	33,358	9.76	-18,056	36,787	10.70	-21,485	Total Expenses- A&G	230,004	17.29	358,304	9.60	-128,301	335,300	9.35	-105,297

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
1,056	1.11	1,312	0.38	-256	1,320	0.38	-264	Director of Sales	12,408	0.93	14,652	0.39	-2,244	15,495	0.43	-3,087
0	0.00	0	0.00	0	30	0.01	-30	Sales Manager	0	0.00	0	0.00	0	252	0.01	-252
453	0.47	1,168	0.34	-714	793	0.23	-340	Revenue Management	6,458	0.49	12,843	0.34	-6,385	9,090	0.25	-2,633
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.05	-1,377	0	0.00	516
2,444	2.56	2,570	0.75	-126	2,697	0.78	-253	Sales Coordinator	27,498	2.07	28,694	0.77	-1,196	25,860	0.72	1,639
340	0.36	404	0.12	-64	426	0.12	-86	Payroll Taxes	3,815	0.29	3,922	0.11	-107	3,425	0.10	390
309	0.32	292	0.09	17	320	0.09	-11	Employee Benefits	3,421	0.26	3,212	0.09	209	2,723	0.08	698
150	0.16	0	0.00	150	0	0.00	150	Vacation / PTO	3,907	0.29	0	0.00	3,907	60	0.00	3,847
120	0.13	0	0.00	120	120	0.03	0	Holiday	629	0.05	0	0.00	629	480	0.01	149
0	0.00	1,293	0.38	-1,293	2,937	0.85	-2,937	Bonus/Incentive Pay	2,577	0.19	5,172	0.14	-2,595	3,611	0.10	-1,033
4,872	5.10	7,211	2.11	-2,338	8,644	2.51	-3,771	Total P/R & R/B- Sales	61,230	4.60	70,388	1.89	-9,158	60,996	1.70	234
Operating Expenses- Sales																
0	0.00	0	0.00	0	23	0.01	-23	Printing & Stationary	65	0.00	160	0.00	-95	23	0.00	43
0	0.00	25	0.01	-25	16	0.00	-16	Office Supplies	275	0.02	475	0.01	-200	625	0.02	-351
0	0.00	60	0.02	-60	11	0.00	-11	Travel & Lodging	275	0.02	660	0.02	-385	2,262	0.06	-1,987
0	0.00	50	0.01	-50	0	0.00	0	Meals & Entertainment	24	0.00	550	0.01	-526	182	0.01	-157
0	0.00	100	0.03	-100	248	0.07	-248	Promotions	-12	0.00	1,300	0.03	-1,312	1,978	0.06	-1,990
0	0.00	50	0.01	-50	0	0.00	0	Telephone	0	0.00	550	0.01	-550	0	0.00	0
0	0.00	40	0.01	-40	0	0.00	0	Postage	0	0.00	440	0.01	-440	0	0.00	0
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	212	0.02	500	0.01	-288	1,145	0.03	-932
0	0.00	2,465	0.72	-2,465	296	0.09	-296	Dues & Subscriptions	5,308	0.40	11,181	0.30	-5,873	10,256	0.29	-4,948
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.00	-150	21	0.00	-21
0	0.00	0	0.00	0	103	0.03	-103	Outdoor Advertising	1,500	0.11	0	0.00	1,500	1,603	0.04	-103
0	0.00	200	0.06	-200	200	0.06	-200	e Commerce Costs	0	0.00	3,300	0.09	-3,300	3,729	0.10	-3,729
667	0.70	800	0.23	-133	1,229	0.36	-562	Brand Paid Search	6,011	0.45	8,800	0.24	-2,789	12,169	0.34	-6,158
0	0.00	150	0.04	-150	0	0.00	0	Internet Advertising	0	0.00	1,650	0.04	-1,650	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	700	0.02	-700	176	0.00	-176
667	0.70	3,940	1.15	-3,273	2,135	0.62	-1,467	Total Operating- Sales	13,658	1.03	31,141	0.83	-17,483	34,169	0.95	-20,510
5,540	5.80	11,151	3.26	-5,611	10,779	3.13	-5,239	Total Expenses-Sales	74,888	5.63	101,529	2.72	-26,641	95,165	2.65	-20,277

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,582	1.55	-4,582	3,256	1.06	-3,256	Chief Engineer	20,107	1.38	50,622	1.53	-30,515	44,272	1.38	-24,165
2,816	2.21	2,206	0.75	610	2,400	0.78	416	General Maintenance	12,683	0.87	24,637	0.75	-11,954	22,816	0.71	-10,133
268	0.21	540	0.18	-272	460	0.15	-192	Payroll Taxes	3,163	0.22	5,836	0.18	-2,673	5,375	0.17	-2,212
0	0.00	1,430	0.48	-1,430	1,430	0.47	-1,430	Employee Benefits	7,430	0.51	15,730	0.48	-8,300	15,720	0.49	-8,290
0	0.00	311	0.11	-311	311	0.10	-311	Holiday	484	0.03	1,533	0.05	-1,049	1,533	0.05	-1,049
150	0.12	0	0.00	150	1,249	0.41	-1,099	Vacation /PTO	5,664	0.39	0	0.00	5,664	4,614	0.14	1,049
3,234	2.54	9,069	3.07	-5,835	9,106	2.96	-5,872	Total P/R & Related Expenses- Maintenance	49,530	3.39	98,358	2.98	-48,828	94,330	2.93	-44,800
Operating Expenses- R & M																
0	0.00	100	0.03	-100	0	0.00	0	Laundry Equipment	175	0.01	1,100	0.03	-925	0	0.00	175
300	0.24	592	0.20	-292	44	0.01	256	Building Maintenance	1,840	0.13	6,600	0.20	-4,760	7,569	0.24	-5,729
141	0.11	237	0.08	-96	47	0.02	94	Light Bulbs	966	0.07	2,640	0.08	-1,674	2,165	0.07	-1,199
116	0.09	207	0.07	-91	0	0.00	116	Electrical & Mechanical	229	0.02	2,310	0.07	-2,081	2,356	0.07	-2,127
0	0.00	296	0.10	-296	0	0.00	0	HVAC	523	0.04	3,300	0.10	-2,777	1,486	0.05	-962
143	0.11	444	0.15	-301	182	0.06	-39	Plumbing & Boiler	1,363	0.09	4,950	0.15	-3,587	4,553	0.14	-3,189
257	0.20	0	0.00	257	0	0.00	257	Pool	396	0.03	2,212	0.07	-1,816	2,726	0.08	-2,330
155	0.12	662	0.22	-507	1,226	0.40	-1,071	Grounds & Landscaping	3,315	0.23	8,482	0.26	-5,167	8,925	0.28	-5,610
0	0.00	60	0.02	-60	0	0.00	0	Signage	129	0.01	660	0.02	-531	821	0.03	-692
248	0.19	385	0.13	-137	228	0.07	20	Furniture & Fixtures	709	0.05	4,290	0.13	-3,582	3,880	0.12	-3,172
17	0.01	148	0.05	-131	0	0.00	17	Painting	510	0.03	1,650	0.05	-1,140	1,133	0.04	-623
0	0.00	50	0.02	-50	0	0.00	0	Carpet & Floor	50	0.00	3,200	0.10	-3,150	3,023	0.09	-2,972
0	0.00	59	0.02	-59	0	0.00	0	Window Treatments	0	0.00	660	0.02	-660	123	0.00	-123
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	400	0.01	-400	428	0.01	-428
215	0.17	59	0.02	156	0	0.00	215	Telephone	245	0.02	660	0.02	-415	270	0.01	-25
0	0.00	59	0.02	-59	0	0.00	0	Locks & Keys	125	0.01	660	0.02	-535	773	0.02	-648
0	0.00	75	0.03	-75	193	0.06	-193	Radio & TV	0	0.00	825	0.02	-825	650	0.02	-650
125	0.10	120	0.04	5	305	0.10	-181	Exterminating	1,331	0.09	1,695	0.05	-364	2,142	0.07	-810
0	0.00	200	0.07	-200	0	0.00	0	Fire & Safety	3,021	0.21	4,871	0.15	-1,850	1,455	0.05	1,565
1,030	0.81	0	0.00	1,030	0	0.00	1,030	Elevator	1,623	0.11	6,059	0.18	-4,436	6,273	0.19	-4,650
2,746	2.16	3,752	1.27	-1,005	2,226	0.72	520	Total Operating - R & M	16,551	1.13	57,225	1.73	-40,673	50,750	1.58	-34,199
5,980	4.70	12,820	4.33	-6,840	11,332	3.69	-5,352	Total Expenses- R & M	66,082	4.53	155,583	4.71	-89,501	145,080	4.51	-78,999

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
1,636	1.29	4,800	1.62	-3,164	4,802	1.56	-3,166	Electricity	42,842	2.93	60,680	1.84	-17,838	58,704	1.82	-15,862
954	0.75	1,272	0.43	-317	1,269	0.41	-314	Gas	9,421	0.65	13,314	0.40	-3,892	14,173	0.44	-4,751
3,090	2.43	4,300	1.45	-1,210	4,742	1.54	-1,652	Water & Sewer	26,058	1.78	51,575	1.56	-25,517	52,149	1.62	-26,091
181	0.14	390	0.13	-209	396	0.13	-214	Waste Removal	2,764	0.19	4,290	0.13	-1,526	4,705	0.15	-1,940
5,862	4.60	10,762	3.64	-4,900	11,209	3.65	-5,347	Total Expenses- Utilities	81,086	5.55	129,859	3.93	-48,772	129,731	4.03	-48,644

12/14/2020 at 11:08:24 AM

Page 17 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,038	7.45	20,253	6.00	-13,215	20,462	6.01	-13,424	Franchise Fees/ Royalties	79,282	6.03	221,263	6.00	-141,981	213,478	6.03	-134,197
4,692	4.97	13,532	4.01	-8,839	13,641	4.01	-8,949	Advertising	52,855	4.02	147,789	4.01	-94,934	142,322	4.02	-89,467
11,169	11.83	13,873	4.11	-2,704	6,153	1.81	5,016	Frequent Traveler	59,188	4.50	154,775	4.20	-95,586	139,138	3.93	-79,950
0	0.00	0	0.00	0	354	0.10	-354	Brand Guest Fees	680	0.05	0	0.00	680	2,854	0.08	-2,174
22,899	24.25	47,657	14.12	-24,759	40,610	11.94	-17,711	Total Franchise Fees Expense	192,005	14.60	523,827	14.20	-331,822	497,793	14.06	-305,788

12/14/2020 at 11:08:24 AM

Page 18 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,387	2.50	8,545	2.50	-6,158	8,599	2.50	-6,212	Management Fees	33,256	2.50	93,369	2.50	-60,113	89,650	2.50	-56,394
3,696	3.87	0	0.00	3,696	0	0.00	3,696	Management Fees- Owner	14,663	1.10	0	0.00	14,663	0	0.00	14,663
6,083	6.37	8,545	2.50	-2,461	8,599	2.50	-2,516	Total Management Fees Expense	47,919	3.60	93,369	2.50	-45,451	89,650	2.50	-41,731

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
27,773	29.08	27,773	8.13	0	26,965	7.84	809	Ground Lease	303,081	22.78	302,273	8.10	808	294,254	8.21	8,827
10,876	11.39	13,678	4.00	-2,803	10,876	3.16	0	FF & E Reserve	119,633	8.99	149,470	4.00	-29,837	119,968	3.35	-335
10,341	10.83	10,341	3.03	0	9,358	2.72	983	Real Estate Tax	113,753	8.55	113,753	3.05	0	87,652	2.44	26,101
274	0.29	274	0.08	0	268	0.08	6	Personal Property Tax	3,098	0.23	3,014	0.08	83	2,948	0.08	149
4,610	4.83	4,404	1.29	206	4,207	1.22	403	Insurance	49,806	3.74	48,339	1.29	1,467	46,187	1.29	3,619
53,875	56.41	56,471	16.53	-2,596	51,673	15.02	2,201	TOTAL FIXED EXPENSES	589,371	44.30	616,849	16.52	-27,478	551,009	15.37	38,362

12/14/2020 at 11:08:24 AM

Page 20 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,970	3.19	-10,970	Owners Expense	22,890	1.72	0	0.00	22,890	14,335	0.40	8,555
49,763	52.11	0	0.00	49,763	49,763	14.47	0	Depreciation	547,393	41.15	0	0.00	547,393	547,393	15.26	0
2,792	2.92	0	0.00	2,792	2,792	0.81	0	Amortization Expense	30,712	2.31	0	0.00	30,712	30,712	0.86	0
30,316	31.75	30,316	8.87	0	30,129	8.76	187	Interest Expense	333,028	25.03	333,472	8.93	-444	335,870	9.37	-2,841
0	0.00	3,420	1.00	-3,420	3,440	1.00	-3,440	Asset Management Fee	5,349	0.40	37,368	1.00	-32,019	35,859	1.00	-30,510
0	0.00	0	0.00	0	1,912	0.56	-1,912	Extraordinary Expenses	3,548	0.27	0	0.00	3,548	23,154	0.65	-19,606
82,871	86.78	33,735	9.87	49,136	99,005	28.78	-16,134	Total Other	942,920	70.88	370,840	9.93	572,080	987,324	27.53	-44,403

12/14/2020 at 11:08:24 AM

Page 21 of 22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
4,920		4,920		0	4,920			0 Total Rooms Available	54,940		54,940		0	54,776		164
1,876		3,294		-1,418	3,138		-1,262	Total Rooms Sold	23,686		38,104		-14,418	37,324		-13,638
38.13%		66.95%		-28.82%	63.78%		-25.65%	Occupancy %	43.11%		69.36%		-26.24%	68.14%		-25.03%
72.77		138.77		-66.00	138.43		-65.66	Average Rate	98.23		148.88		-50.65	152.88		-54.65
27.75		92.91		-65.16	88.29		-60.54	REVPAR	42.35		103.26		-60.91	104.17		-61.82
REVENUES																
136,514	89.24	457,115	86.57	-320,601	434,381	84.83	-297,867	ROOMS	2,326,794	87.79	5,673,095	86.03	-3,346,301	5,706,266	85.57	-3,379,472
9,703	6.34	50,804	9.62	-41,101	56,626	11.06	-46,924	FOOD	197,907	7.47	677,960	10.28	-480,052	726,917	10.90	-529,010
0	0.00	8,370	1.59	-8,370	8,982	1.75	-8,982	BEVERAGE	19,387	0.73	104,499	1.58	-85,112	89,367	1.34	-69,981
6,751	4.41	11,722	2.22	-4,972	12,095	2.36	-5,344	MISCELLANEOUS	106,431	4.02	138,677	2.10	-32,246	146,007	2.19	-39,576
152,968	100.00	528,012	100.00	-375,044	512,084	100.00	-359,117	TOTAL REVENUES	2,650,518	100.00	6,594,230	100.00	-3,943,711	6,668,557	100.00	-4,018,039
DEPARTMENT EXPENSES																
50,511	37.00	85,380	18.68	-34,869	82,258	18.94	-31,746	ROOMS EXPENSE	600,529	25.81	974,462	17.18	-373,934	1,025,209	17.97	-424,680
17,564	181.02	39,989	78.71	-22,425	50,063	88.41	-32,500	FOOD EXPENSE	181,092	91.50	482,404	71.16	-301,312	526,129	72.38	-345,037
504	0.00	4,476	53.48	-3,972	4,802	53.46	-4,298	BEVERAGE EXPENSE	20,630	106.41	56,875	54.43	-36,246	71,199	79.67	-50,569
97	1.44	1,196	10.20	-1,099	2,381	19.69	-2,284	MISCELLANEOUS EXPENSE	11,678	10.97	15,922	11.48	-4,244	22,917	15.70	-11,238
68,676	44.90	131,041	24.82	-62,365	139,504	27.24	-70,828	TOTAL DEPARTMENTAL EXPENSES	813,929	30.71	1,529,664	23.20	-715,735	1,645,454	24.67	-831,525
DEPARTMENTAL PROFIT																
86,003	63.00	371,735	81.32	-285,732	352,123	81.06	-266,120	ROOMS PROFIT	1,726,265	74.19	4,698,633	82.82	-2,972,368	4,681,057	82.03	-2,954,792
-7,861	-81.02	10,815	21.29	-18,676	6,563	11.59	-14,424	FOOD PROFIT	16,815	8.50	195,556	28.84	-178,740	200,788	27.62	-183,973
-504	0.00	3,894	46.52	-4,398	4,180	46.54	-4,684	BEVERAGE PROFIT	-1,243	-6.41	47,623	45.57	-48,866	18,168	20.33	-19,411
6,654	98.56	10,527	89.80	-3,873	9,714	80.31	-3,060	MISCELLANEOUS PROFIT	94,752	89.03	122,754	88.52	-28,002	123,090	84.30	-28,338
84,292	55.10	396,970	75.18	-312,679	372,580	72.76	-288,289	TOTAL DEPARTMENTAL PROFIT	1,836,590	69.29	5,064,566	76.80	-3,227,976	5,023,103	75.33	-3,186,514
28,931	18.91	45,232	8.57	-16,301	40,060	7.82	-11,129	A & G EXPENSE	349,876	13.20	518,823	7.87	-168,947	521,356	7.82	-171,479
3,437	2.25	2,364	0.45	1,073	2,483	0.48	954	TELECOM	35,230	1.33	25,831	0.39	9,399	26,604	0.40	8,626
12,935	8.46	31,749	6.01	-18,814	34,609	6.76	-21,673	SALES & MARKETING EXPENSES	176,635	6.66	349,443	5.30	-172,808	336,654	5.05	-160,019
14,529	9.50	58,725	11.12	-44,196	56,583	11.05	-42,054	FRANCHISE FEES	281,906	10.64	717,270	10.88	-435,364	720,445	10.80	-438,539
16,098	10.52	21,624	4.10	-5,526	29,621	5.78	-13,523	MAINTENANCE EXPENSES	153,915	5.81	220,416	3.34	-66,501	236,729	3.55	-82,815
19,574	12.80	19,329	3.66	245	22,938	4.48	-3,364	UTILITIES EXPENSE	190,587	7.19	231,439	3.51	-40,852	231,967	3.48	-41,380
95,504	62.43	179,022	33.90	-83,518	186,294	36.38	-90,790	TOTAL ADMIN EXPENSES	1,188,149	44.83	2,063,221	31.29	-875,072	2,073,756	31.10	-885,606
-11,212	-7.33	217,948	41.28	-229,161	186,287	36.38	-197,499	HOUSE PROFIT	648,440	24.46	3,001,345	45.51	-2,352,904	2,949,348	44.23	-2,300,907

FIXED EXPENSES																
8,061	5.27	13,208	2.50	-5,146	12,802	2.50	-4,741	MANAGEMENT FEES	81,504	3.08	164,941	2.50	-83,437	166,714	2.50	-85,210
124,594	81.45	124,035	23.49	560	124,067	24.23	527	FIXED EXPENSES	1,380,940	52.10	1,357,873	20.59	23,067	1,367,192	20.50	13,749
-143,868	-94.05	80,706	15.28	-224,574	49,418	9.65	-193,286	NET OPERATING INCOME	-814,004	-30.71	1,478,530	22.42	-2,292,534	1,415,442	21.23	-2,229,446
179,643	117.44	88,738	16.81	90,905	195,557	38.19	-15,914	Other	2,004,696	75.63	983,985	14.92	1,020,712	2,085,039	31.27	-80,343
-323,511	-211.49	-8,032	-1.52	-315,479	-146,140	-28.54	-177,371	N.I. after Other	-2,818,701	-106.35	494,545	7.50	-3,313,246	-669,597	-10.04	-2,149,104
-227,368		-8,032		-219,336	-49,997		-177,371	Cash before Depreciation/Amortization	-1,761,128		494,545		-2,255,673	387,976		-2,149,104

12/14/2020 at 1:26:37 PM

Page 1 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
18,736	13.72	122,440	26.79	-103,704	119,567	27.53	-100,832	Rack/ Premium	623,038	26.78	1,630,594	28.74	-1,007,555	1,524,493	26.72	-901,455
1,226	0.90	92,398	20.21	-91,173	126,407	29.10	-125,181	Corporate	365,611	15.71	1,446,696	25.50	-1,081,086	1,553,997	27.23	-1,188,386
74,909	54.87	94,790	20.74	-19,881	109,356	25.18	-34,447	Discounts - Other	562,296	24.17	869,259	15.32	-306,963	1,013,004	17.75	-450,708
1,630	1.19	5,172	1.13	-3,542	3,140	0.72	-1,510	Government	9,208	0.40	61,760	1.09	-52,552	52,575	0.92	-43,367
2,653	1.94	97,834	21.40	-95,181	36,732	8.46	-34,079	Locally Negotiated Rate	112,087	4.82	755,990	13.33	-643,902	625,261	10.96	-513,174
-267	-0.20	0	0.00	-267	-241	-0.06	-26	Allowances	-2,586	-0.11	0	0.00	-2,586	-10,051	-0.18	7,464
98,887	72.44	412,633	90.27	-313,747	394,960	90.92	-296,074	Total Transient Revenue	1,669,654	71.76	4,764,298	83.98	-3,094,645	4,759,279	83.40	-3,089,625
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
36,783	26.94	43,482	9.51	-6,699	37,511	8.64	-728	Group- Corporate	643,856	27.67	881,797	15.54	-237,941	919,967	16.12	-276,111
36,783	26.94	43,482	9.51	-6,699	37,511	8.64	-728	Total Group Revenue	643,856	27.67	881,797	15.54	-237,941	919,967	16.12	-276,111
845	0.62	1,000	0.22	-155	1,909	0.44	-1,065	Guaranteed No-Show	13,284	0.57	27,000	0.48	-13,716	27,020	0.47	-13,736
136,514	100.00	457,115	100.00	-320,601	434,381	100.00	-297,867	Total Rooms Revenue	2,326,794	100.00	5,673,095	100.00	-3,346,301	5,706,266	100.00	-3,379,472
ROOM STATISTICS																
222	12	692	21	-470	712	23	-490	Rack/ Premium Rooms	4,942	21	9,029	24	-4,087	8,373	22	-3,431
13	1	560	17	-547	720	23	-707	Corporate Rooms	2,282	10	8,740	23	-6,458	8,604	23	-6,322
1,099	59	1,087	33	12	1,049	33	50	Discounts - Other Rooms	7,307	31	8,871	23	-1,564	9,000	24	-1,693
10	1	33	1	-23	20	1	-10	Government Rooms	76	0	381	1	-305	344	1	-268
41	2	593	18	-552	252	8	-211	Locally Negotiated Corporate Rooms	840	4	4,590	12	-3,750	3,748	10	-2,908
1,385	74	2,965	90	-1,580	2,753	88	-1,368	Total Transient Stats	15,447	65	31,610	83	-16,163	30,069	81	-14,622
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
491	26	329	10	162	385	12	106	Group- Corporate Rooms	8,239	35	6,494	17	1,745	7,255	19	984
491	26	329	10	162	385	12	106	Total Group Stats	8,239	35	6,494	17	1,745	7,255	19	984
1,876	100	3,294	100	-1,418	3,138	100	-1,262	TOTAL ROOM STATISTICS	23,686	100	38,104	100	-14,418	37,324	100	-13,638
Other Room Stats																
30	2	0	0	30	13	0	17	Comp Rooms	162	1	0	0	162	154	0	8
0	0	0	0	0	0	0	0	Single Occupancy	0	0	0	0	0	90	0	-90

675	36	0	0	675	924	29	-249 Multiple Occupancy	5,564	23	0	0	5,564	9,417	25	-3,853
424	23	0	0	424	99	3	325 Out of Order Rooms	1,740	7	0	0	1,740	530	1	1,210
2,883	154	0	0	2,883	4,491	143	-1,608 # of Guests	31,420	133	0	0	31,420	51,547	138	-20,127

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
84.39		177.00		-92.61	167.93		-83.54	Rack/Premium ADR	126.07		180.60		-54.53	182.07		-56.00
94.28		165.00		-70.72	175.56		-81.28	Corporate ADR	160.22		165.53		-5.32	180.61		-20.40
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
68.16		87.20		-19.04	104.25		-36.09	Discount ADR	76.95		97.99		-21.04	112.56		-35.60
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
163.00		157.00		6.00	157.00		6.00	Government ADR	121.16		162.08		-40.92	152.83		-31.68
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
64.71		165.00		-100.30	145.76		-81.05	Local Negotiated ADR	133.44		164.71		-31.27	166.83		-33.39
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
71.40		139.19		-67.79	143.47		-72.07	Total Transient ADR	108.09		150.72		-42.63	158.28		-50.19
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
74.91		132.00		-57.09	97.43		-22.52	Group - Corporate ADR	78.15		135.79		-57.64	126.80		-48.66
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
74.91		132.00		-57.09	97.43		-22.52	Total Group ADR	78.15		135.79		-57.64	126.80		-48.66

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
1,997	1.06	6,643	2.02	-4,646	6,906	2.20	-4,909	FD/ Guest Service Reps	29,113	1.23	74,560	1.96	-45,447	80,830	2.17	-51,718
1,854	0.99	2,655	0.81	-801	2,713	0.86	-859	FD/Supervisor	18,758	0.79	29,651	0.78	-10,893	29,696	0.80	-10,938
3,288	1.75	3,828	1.16	-540	3,727	1.19	-439	Executive Housekeeper	40,088	1.69	42,634	1.12	-2,546	40,763	1.09	-675
1,806	0.96	2,741	0.83	-935	3,647	1.16	-1,841	Asst Exec Housekeeper/ Inspectress	10,396	0.44	36,211	0.95	-25,815	43,392	1.16	-32,996
0	0.00	16,338	4.96	-16,338	5,002	1.59	-5,002	Housekeepers	17,700	0.75	189,001	4.96	-171,301	60,948	1.63	-43,248
2,106	1.12	7,724	2.34	-5,618	4,621	1.47	-2,515	Housemen	30,637	1.29	85,627	2.25	-54,990	31,186	0.84	-549
0	0.00	0	0.00	0	0	0.00	0	Van Drivers	0	0.00	0	0.00	0	1,850	0.05	-1,850
773	0.41	4,546	1.38	-3,773	462	0.15	311	Laundry	10,824	0.46	53,320	1.40	-42,496	9,316	0.25	1,509
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast Hostess	8,386	0.35	0	0.00	8,386	0	0.00	8,386
3,344	1.78	4,560	1.38	-1,216	4,074	1.30	-731	Night Audit	41,449	1.75	50,920	1.34	-9,471	47,891	1.28	-6,442
1,347	0.72	3,266	0.99	-1,920	2,761	0.88	-1,415	Payroll Taxes	20,165	0.85	36,910	0.97	-16,745	33,056	0.89	-12,890
899	0.48	1,827	0.55	-928	1,882	0.60	-983	Employee Benefits	15,801	0.67	20,097	0.53	-4,296	18,787	0.50	-2,986
3,335	1.78	800	0.24	2,535	1,009	0.32	2,326	Vacation /PTO	33,287	1.41	8,800	0.23	24,487	11,481	0.31	21,806
873	0.47	1,200	0.36	-327	1,293	0.41	-420	Holiday	5,239	0.22	6,000	0.16	-761	6,574	0.18	-1,334
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	795	0.02	-795
11,001	5.86	0	0.00	11,001	9,766	3.11	1,235	Contract Labor- Housekeepers	93,187	3.93	0	0.00	93,187	126,933	3.40	-33,746
3,374	1.80	0	0.00	3,374	3,541	1.13	-166	Contract Labor- Houseperson	23,406	0.99	0	0.00	23,406	61,618	1.65	-38,212
2,535	1.35	0	0.00	2,535	3,088	0.98	-553	Contract Labor- Laundry	25,582	1.08	0	0.00	25,582	45,791	1.23	-20,210
38,531	20.54	56,128	17.04	-17,598	54,493	17.37	-15,962	Total P/R & R/Benefits- Rooms	424,017	17.90	633,731	16.63	-209,714	650,906	17.44	-226,889
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	362	0.11	-362	375	0.12	-375	Newspapers	1,369	0.06	4,191	0.11	-2,823	4,000	0.11	-2,631
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast	17,055	0.72	0	0.00	17,055	0	0.00	17,055
2,165	1.15	2,866	0.87	-701	4,403	1.40	-2,239	Rooms- Promotion	14,750	0.62	33,150	0.87	-18,400	36,806	0.99	-22,056
0	0.00	50	0.02	-50	-85	-0.03	85	Guest Transportation	-80	0.00	550	0.01	-630	522	0.01	-602
59	0.03	132	0.04	-73	156	0.05	-97	Laundry Supplies	1,492	0.06	1,524	0.04	-32	996	0.03	496
1,820	0.97	1,976	0.60	-157	2,549	0.81	-729	Linen Supplies	13,223	0.56	22,862	0.60	-9,639	26,359	0.71	-13,136
1,887	1.01	1,990	0.60	-103	1,915	0.61	-28	Cable TV	19,259	0.81	21,890	0.57	-2,631	21,362	0.57	-2,103
574	0.31	333	0.10	241	574	0.18	0	HSIA Support	6,367	0.27	3,663	0.10	2,704	6,614	0.18	-247
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	878	0.02	-878
0	0.00	1,548	0.47	-1,548	309	0.10	-309	Reservations Expense	5,442	0.23	17,909	0.47	-12,467	16,975	0.45	-11,532
2,302	1.23	3,788	1.15	-1,486	3,447	1.10	-1,145	Guest Room Supplies	22,112	0.93	43,820	1.15	-21,708	42,496	1.14	-20,385
631	0.34	988	0.30	-357	1,253	0.40	-622	Cleaning Supplies	7,155	0.30	11,431	0.30	-4,276	13,071	0.35	-5,916
0	0.00	560	0.17	-560	433	0.14	-433	Ecolab Core Supplies	4,806	0.20	6,477	0.17	-1,671	5,147	0.14	-341
2,076	1.11	14,658	4.45	-12,582	12,377	3.94	-10,301	Travel Agents Commission	58,268	2.46	169,563	4.45	-111,295	191,103	5.12	-132,835
0	0.00	0	0.00	0	58	0.02	-58	Uniforms	79	0.00	3,200	0.08	-3,121	7,318	0.20	-7,239
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	500	0.01	-500	656	0.02	-656
467	0.25	0	0.00	467	0	0.00	467	COVID 19 Supplies	5,215	0.22	0	0.00	5,215	0	0.00	5,215
11,981	6.39	29,252	8.88	-17,272	27,765	8.85	-15,784	Total Operating - Rooms	176,511	7.45	340,731	8.94	-164,220	374,303	10.03	-197,792

50,511	26.92	85,380	25.92	-34,869	82,258	26.21	-31,746	Total Expenses- Rooms	600,529	25.35	974,462	25.57	-373,934	1,025,209	27.47	-424,680
86,003	45.84	371,735	112.85	-285,732	352,123	112.21	-266,120	Net Income- Rooms	1,726,265	72.88	4,698,633	123.31	-2,972,368	4,681,057	125.42	-2,954,792

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
For Property: HGI Atlanta Alpharetta
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
7,369	75.94	32,484	54.90	-25,115	36,390	55.47	-29,021	Total Food Sales	122,337	56.30	422,810	54.04	-300,472	432,026	52.93	-309,689
0	0.00	8,370	14.15	-8,370	8,982	13.69	-8,982	Total Beverage Sales	19,387	8.92	104,499	13.36	-85,112	89,367	10.95	-69,981
120	1.24	3,000	5.07	-2,880	2,490	3.80	-2,370	Total Banquet A/V	9,566	4.40	44,500	5.69	-34,934	54,447	6.67	-44,881
2,214	22.82	15,320	25.89	-13,106	17,746	27.05	-15,532	Total Banquet Misc	66,004	30.38	210,650	26.92	-144,646	240,445	29.46	-174,441
9,703	100.00	59,174	100.00	-49,472	65,608	100.00	-55,906	Total F & B Sales	217,294	100.00	782,458	100.00	-565,164	816,285	100.00	-598,991
5,541	75.20	11,940	36.76	-6,399	18,017	49.51	-12,476	Food Cost	59,344	48.51	155,694	36.82	-96,350	174,549	40.40	-115,205
0	0.00	2,593	30.97	-2,593	3,407	37.93	-3,407	Beverage Costs	10,387	53.58	32,451	31.05	-22,063	34,535	38.64	-24,148
260	216.67	150	5.00	110	0	0.00	260	Banquet A/V Costs	1,993	20.84	2,225	5.00	-232	8,209	15.08	-6,215
5,801	59.79	14,682	24.81	-8,881	21,424	32.65	-15,623	Total F & B Costs	71,725	33.01	190,370	24.33	-118,645	217,293	26.62	-145,568
7,336	99.56	21,488	66.15	-14,151	23,680	65.07	-16,344	Food Wages	84,764	69.29	250,163	59.17	-165,399	267,637	61.95	-182,873
0	0.00	1,176	14.05	-1,176	1,045	11.63	-1,045	Beverage Wages	2,699	13.92	15,792	15.11	-13,093	14,949	16.73	-12,249
7,336	99.56	22,664	55.47	-15,327	24,725	54.49	-17,389	Total F & B Wages	87,463	61.71	265,955	50.44	-178,492	282,586	54.20	-195,123
3,110	42.20	3,914	9.58	-804	3,867	8.52	-757	F & B- P T & E B	24,040	16.96	39,052	7.41	-15,011	40,239	7.72	-16,199
10,446	107.66	26,577	44.91	-16,131	28,592	43.58	-18,146	TTL P/R and Benefits	111,503	51.31	305,007	38.98	-193,504	322,825	39.55	-211,322
1,317	17.87	2,698	8.30	-1,381	4,635	12.74	-3,318	Food Operating Expenses	11,619	9.50	37,955	8.98	-26,336	38,309	8.87	-26,690
504	0.00	508	6.07	-4	215	2.39	289	Beverage Operating Expenses	6,875	35.46	5,948	5.69	927	18,902	21.15	-12,027
1,821	18.77	3,206	5.42	-1,385	4,850	7.39	-3,029	Total F & B Operating Expenses	18,493	8.51	43,903	5.61	-25,409	57,210	7.01	-38,717
-8,365	-86.21	14,709	24.86	-23,074	10,743	16.37	-19,108	Net F & B Income	15,572	7.17	243,179	31.08	-227,607	218,956	26.82	-203,384

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
4,019	41.42	13,505	26.58	-9,486	13,327	23.53	-9,308	Garden Grill Breakfast	39,770	20.10	140,591	20.74	-100,821	137,031	18.85	-97,261
0	0.00	3,623	7.13	-3,623	4,639	8.19	-4,639	Garden Grill Dinner	8,537	4.31	40,915	6.04	-32,378	39,916	5.49	-31,378
4,019	41.42	17,129	33.72	-13,110	17,966	31.73	-13,947	Total Garden Grill	48,307	24.41	181,506	26.77	-133,199	176,947	24.34	-128,639
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,141	4.21	-2,141	1,358	2.40	-1,358	Room Service Dinner	4,299	2.17	20,139	2.97	-15,840	18,291	2.52	-13,992
0	0.00	214	0.42	-214	142	0.25	-142	Room Service Delivery Charge	456	0.23	2,014	0.30	-1,558	1,887	0.26	-1,431
0	0.00	2,355	4.64	-2,355	1,500	2.65	-1,500	Total Room Service	4,755	2.40	22,153	3.27	-17,398	20,178	2.78	-15,423
0	0.00	3,500	6.89	-3,500	3,361	5.94	-3,361	Banquet Breakfast	13,527	6.84	58,000	8.56	-44,473	61,666	8.48	-48,138
520	5.36	5,000	9.84	-4,480	5,082	8.97	-4,562	Banquet Lunch	29,525	14.92	81,000	11.95	-51,475	91,381	12.57	-61,856
2,146	22.12	1,000	1.97	1,146	4,895	8.64	-2,748	Banquet Dinner	9,365	4.73	30,150	4.45	-20,786	28,740	3.95	-19,375
0	0.00	0	0.00	0	160	0.28	-160	Banquet Reception	2,390	1.21	0	0.00	2,390	460	0.06	1,930
683	7.04	3,500	6.89	-2,817	3,427	6.05	-2,744	Banquet Breaks	14,469	7.31	50,000	7.38	-35,531	52,655	7.24	-38,186
3,349	34.52	13,000	25.59	-9,651	16,925	29.89	-13,575	Total Banquets	69,275	35.00	219,150	32.32	-149,875	234,901	32.31	-165,626
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
7,369	75.94	32,484	63.94	-25,115	36,390	64.26	-29,021	Net Food Revenue	122,337	61.82	422,810	62.37	-300,472	432,026	59.43	-309,689
964	9.94	10,000	19.68	-9,036	10,350	18.28	-9,386	Banquet Room Rental	38,715	19.56	130,500	19.25	-91,785	147,708	20.32	-108,993
120	1.24	3,000	5.91	-2,880	2,490	4.40	-2,370	Banquet A/V	9,566	4.83	44,500	6.56	-34,934	54,447	7.49	-44,881
180	1.86	100	0.20	80	110	0.19	70	Banquet Miscellaneous	1,159	0.59	1,100	0.16	59	669	0.09	490
1,070	11.03	5,220	10.27	-4,150	7,286	12.87	-6,216	F & B Service Charges	26,130	13.20	79,050	11.66	-52,920	92,068	12.67	-65,938

2,334	24.06	18,320	36.06	-15,986	20,236	35.74	-17,902	Total Banquets Other	75,570	38.18	255,150	37.63	-179,580	294,891	40.57	-219,322
9,703	100.00	50,804	100.00	-41,101	56,626	100.00	-46,924	Total Food Revenues	197,907	100.00	677,960	100.00	-480,052	726,917	100.00	-529,010

12/14/2020 at 1:26:37 PM

Page 6 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
5,541	75.20	11,940	36.76	-6,399	18,017	49.51	-12,476	Cost of Sales - Food	59,344	48.51	155,694	36.82	-96,350	174,549	40.40	-115,205
260	2.17	150	0.05	110	0	0.00	260	Cost of Sales- Banquet A/V	1,993	0.21	2,225	0.05	-232	8,209	0.15	-6,215
5,801	78.72	12,090	37.22	-6,289	18,017	49.51	-12,216	Total Cost of Good Sold	61,338	50.14	157,919	37.35	-96,582	182,758	42.30	-121,420
Food Payroll																
1,898	19.56	3,805	7.49	-1,907	3,704	6.54	-1,807	Restaurant Manager	15,066	7.61	42,155	6.22	-27,089	40,054	5.51	-24,988
1,773	18.27	4,356	8.57	-2,583	4,709	8.32	-2,936	Servers	16,424	8.30	52,257	7.71	-35,833	53,874	7.41	-37,450
1,695	17.47	8,970	17.66	-7,275	9,926	17.53	-8,231	Cooks	29,452	14.88	104,680	15.44	-75,228	115,948	15.95	-86,496
458	4.72	1,478	2.91	-1,020	1,604	2.83	-1,146	Banquet Server	5,100	2.58	16,509	2.44	-11,409	16,140	2.22	-11,040
0	0.00	1,176	2.31	-1,176	1,529	2.70	-1,529	Banquet Setup	3,961	2.00	13,131	1.94	-9,171	17,031	2.34	-13,070
125	1.29	653	1.28	-528	1,024	1.81	-899	F & B Service Charge- Payout	6,332	3.20	9,881	1.46	-3,549	12,884	1.77	-6,552
636	6.56	2,374	4.67	-1,737	2,263	4.00	-1,627	Payroll Taxes	9,685	4.89	27,027	3.99	-17,342	28,112	3.87	-18,428
1,388	14.30	1,050	2.07	338	1,184	2.09	204	Employee Benefits	8,430	4.26	11,550	1.70	-3,120	11,512	1.58	-3,083
2,085	21.48	440	0.87	1,645	236	0.42	1,849	Vacation /PTO	12,086	6.11	4,840	0.71	7,246	4,599	0.63	7,487
389	4.01	900	1.77	-511	1,032	1.82	-643	Holiday	1,601	0.81	4,500	0.66	-2,899	4,514	0.62	-2,913
0	0.00	0	0.00	0	200	0.35	-200	Bonus/Incentive Pay	0	0.00	0	0.00	0	200	0.03	-200
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	195	0.03	-195
10,446	107.66	25,201	49.60	-14,755	27,412	48.41	-16,966	Total Food Wages	108,136	54.64	286,530	42.26	-178,395	305,063	41.97	-196,927
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	China	347	0.18	564	0.08	-217	0	0.00	347
0	0.00	0	0.00	0	0	0.00	0	Glass	0	0.00	564	0.08	-564	295	0.04	-295
0	0.00	0	0.00	0	335	0.59	-335	Silverware	152	0.08	564	0.08	-412	892	0.12	-740
0	0.00	0	0.00	0	0	0.00	0	Tableware	169	0.09	564	0.08	-395	510	0.07	-341
0	0.00	0	0.00	0	0	0.00	0	Linens	0	0.00	846	0.12	-846	1,396	0.19	-1,396
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,495	0.22	-1,495	1,429	0.20	-1,429
368	3.79	296	0.58	72	0	0.00	368	Contract Cleaning	1,362	0.69	3,429	0.51	-2,067	3,169	0.44	-1,807
0	0.00	66	0.13	-66	0	0.00	0	Supplies- Other	0	0.00	762	0.11	-762	-92	-0.01	92
310	3.19	1,153	2.27	-843	1,426	2.52	-1,116	Cleaning Supplies	3,410	1.72	13,336	1.97	-9,927	14,521	2.00	-11,112
334	3.44	626	1.23	-292	962	1.70	-628	Supplies- Paper	2,697	1.36	7,240	1.07	-4,543	7,479	1.03	-4,782
0	0.00	0	0.00	0	540	0.95	-540	Menus	0	0.00	1,800	0.27	-1,800	540	0.07	-540
225	2.32	296	0.58	-71	375	0.66	-150	Kitchen & Utensils Supplies	902	0.46	3,429	0.51	-2,527	3,970	0.55	-3,068
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	500	0.07	-500	416	0.06	-416
80	0.83	260	0.51	-180	318	0.56	-238	Equipment Rental	2,006	1.01	2,860	0.42	-854	2,902	0.40	-896
0	0.00	0	0.00	0	679	1.20	-679	Promotions	574	0.29	0	0.00	574	882	0.12	-308
1,317	13.57	2,698	5.31	-1,381	4,635	8.18	-3,318	Total Operating Expense- Food	11,619	5.87	37,955	5.60	-26,336	38,309	5.27	-26,690
17,564	181.02	39,989	78.71	-22,425	50,063	88.41	-32,500	Total Food Costs	181,092	91.50	482,404	71.16	-301,312	526,129	72.38	-345,037
-7,861	-81.02	10,815	21.29	-18,676	6,563	11.59	-14,424	N.I.- Food Department	16,815	8.50	195,556	28.84	-178,740	200,788	27.62	-183,973

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	3,294	39.35	-3,294	2,102	23.40	-2,102	Garden Grill Beer	5,388	27.79	39,976	38.26	-34,588	25,717	28.78	-20,329
0	0.00	1,482	17.71	-1,482	1,159	12.90	-1,159	Garden Grill Wine	4,052	20.90	20,444	19.56	-16,392	18,820	21.06	-14,768
0	0.00	3,294	39.35	-3,294	2,931	32.63	-2,931	Garden Grill Liquor	8,265	42.63	38,978	37.30	-30,714	38,202	42.75	-29,937
0	0.00	8,070	96.42	-8,070	6,192	68.94	-6,192	Total Garden Grill Beverage	17,705	91.32	99,399	95.12	-81,694	82,738	92.58	-65,034
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	100	1.19	-100	0	0.00	0	0 Banquet Liquor	390	2.01	1,700	1.63	-1,310	84	0.09	306
0	0.00	100	1.19	-100	1,395	15.53	-1,395	Banquet Beer	791	4.08	1,700	1.63	-910	3,031	3.39	-2,241
0	0.00	100	1.19	-100	1,395	15.53	-1,395	Banquet Wine	502	2.59	1,700	1.63	-1,199	3,514	3.93	-3,013
0	0.00	300	3.58	-300	2,790	31.06	-2,790	Total Banquet Beverage	1,682	8.68	5,100	4.88	-3,418	6,629	7.42	-4,947
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	8,370	100.00	-8,370	8,982	100.00	-8,982	Total Beverage Revenue	19,387	100.00	104,499	100.00	-85,112	89,367	100.00	-69,981

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	950	11.35	-950	1,053	11.73	-1,053	Cost of Sales - Liquor	3,728	19.23	11,390	10.90	-7,662	12,699	14.21	-8,971
0	0.00	1,120	13.38	-1,120	1,257	13.99	-1,257	Cost of Sales - Beer	3,398	17.53	13,753	13.16	-10,355	11,019	12.33	-7,621
0	0.00	522	6.24	-522	1,097	12.21	-1,097	Cost of Sales - Wine	3,261	16.82	7,308	6.99	-4,046	10,817	12.10	-7,556
0	0.00	2,593	30.97	-2,593	3,407	37.93	-3,407	Total COGS- Beverage	10,387	53.58	32,451	31.05	-22,063	34,535	38.64	-24,148
Beverage Payroll																
0	0.00	1,176	14.05	-1,176	1,045	11.63	-1,045	Bartender	2,699	13.92	15,792	15.11	-13,093	14,949	16.73	-12,249
0	0.00	200	2.39	-200	136	1.51	-136	Payroll Taxes	668	3.45	2,685	2.57	-2,016	2,813	3.15	-2,145
0	0.00	1,376	16.44	-1,376	1,180	13.14	-1,180	Total Beverage Payroll	3,368	17.37	18,477	17.68	-15,109	17,762	19.88	-14,394
Operating Expenses- Beverage																
504	0.00	508	6.07	-4	215	2.39	289	Licenses & Permits	6,875	35.46	5,588	5.35	1,287	18,550	20.76	-11,675
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	360	0.00	-360	352	0.00	-352
504	0.00	508	6.07	-4	215	2.39	289	Total Operating- Beverage	6,875	35.46	5,948	5.69	927	18,902	21.15	-12,027
504	0.00	4,476	53.48	-3,972	4,802	53.46	-4,298	Total Beverage Costs	20,630	106.41	56,875	54.43	-36,246	71,199	79.67	-50,569
-504	0.00	3,894	46.52	-4,398	4,180	46.54	-4,684	Net Income- Beverage	-1,243	-6.41	47,623	45.57	-48,866	18,168	20.33	-19,411

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
376	0.70	0	0.00	376	984	0.47	-608	Restaurant Breakfast Covers	3,046	0.43	0	0.00	3,046	10,254	0.38	-7,208
0	0.00	0	0.00	0	249	0.12	-249	Restaurant Dinner Covers	569	0.08	0	0.00	569	2,789	0.10	-2,220
0	0.00	0	0.00	0	71	0.03	-71	Room Service Dinner Covers	226	0.03	0	0.00	226	953	0.04	-727
0	0.00	0	0.00	0	232	0.11	-232	Banquet Breakfast Covers	798	0.11	0	0.00	798	4,056	0.15	-3,258
15	0.03	0	0.00	15	200	0.10	-185	Banquet Lunch Covers	996	0.14	0	0.00	996	3,700	0.14	-2,704
93	0.17	0	0.00	93	124	0.06	-31	Banquet Dinner Covers	247	0.04	0	0.00	247	1,304	0.05	-1,057
52	0.10	0	0.00	52	221	0.11	-169	Banquet Breaks Covers	1,156	0.16	0	0.00	1,156	4,067	0.15	-2,911
536	1.00	0	0.00	536	2,081	1.00	-1,545	Total Food Covers	7,038	1.00	0	0.00	7,038	27,123	1.00	-20,085

12/14/2020 at 1:26:37 PM

Page 10 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
20	0.00	132	0.00	-112	84	0.00	-64	Long Distance	169	0.00	1,524	0.00	-1,355	1,420	0.00	-1,251
84	0.00	165	0.00	-81	178	0.00	-94	Internet Access Fees	1,124	0.00	1,905	0.00	-782	1,807	0.00	-683
104	0.00	296	0.00	-192	262	0.00	-158	Total Phone Revenues	1,293	0.00	3,429	0.00	-2,137	3,227	0.00	-1,934
COS- Communication																
1,298	0.85	600	0.11	698	823	0.16	475	COS-Local	10,722	0.40	6,600	0.10	4,122	7,592	0.11	3,130
0	0.00	46	34.91	-46	0	0.00	0	COS-Long Distance	0	0.00	506	33.20	-506	0	0.00	0
1,587	1,885.80	1,630	989.68	-43	1,614	905.84	-27	COS-HSIA ISP	17,198	1,530.72	17,930	941.11	-732	17,780	984.11	-582
2,885	0.00	2,276	0.00	609	2,437	0.00	448	Total COS- Comm	27,920	0.00	25,036	0.00	2,884	25,372	0.00	2,548
-2,781	0.00	-1,980	0.00	-801	-2,175	0.00	-606	Gross Margin- Comm	-26,627	0.00	-21,607	0.00	-5,021	-22,145	0.00	-4,482
Operating Expenses																
0	0.00	100	0.00	-100	100	0.00	-100	Equipment Cost	1,045	0.00	1,100	0.00	-55	1,000	0.00	45
656	0.00	284	0.00	372	207	0.00	449	Equipment Maintenance	7,557	0.00	3,124	0.00	4,433	3,459	0.00	4,099
656	0.00	384	0.00	272	307	0.00	349	Total Operating - Comm	8,602	0.00	4,224	0.00	4,378	4,459	0.00	4,144
3,437	0.00	2,364	0.00	1,073	2,483	0.00	954	N.I.- Comm Dept	35,230	0.00	25,831	0.00	9,399	26,604	0.00	8,626

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	231	1.97	-231	0	0.00	0	Laundry/Valet	405	0.38	2,667	1.92	-2,263	2,023	1.39	-1,619
264	3.90	100	0.85	164	116	0.96	147	Vending	2,476	2.33	2,275	1.64	201	1,984	1.36	492
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	732	0.50	-732
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	50	0.03	-50
500	7.41	0	0.00	500	-36	-0.29	536	Miscellaneous	2,296	2.16	0	0.00	2,296	169	0.12	2,127
28	0.42	4,645	39.62	-4,616	2,294	18.97	-2,266	Late Cancellation Income	26,919	25.29	53,727	38.74	-26,807	48,254	33.05	-21,335
0	0.00	0	0.00	0	167	1.38	-167	Smoking Fee	600	0.56	0	0.00	600	392	0.27	208
4,032	59.72	3,914	33.39	117	3,914	32.36	117	Space Rental	43,292	40.68	43,058	31.05	235	42,031	28.79	1,261
0	0.00	856	7.31	-856	1,865	15.42	-1,865	Tax Discounts Earned	5,301	4.98	9,907	7.14	-4,606	11,145	7.63	-5,843
1,413	20.93	1,976	16.86	-563	0	0.00	1,413	Market Sales	19,103	17.95	27,043	19.50	-7,940	0	0.00	19,103
514	7.61	0	0.00	514	0	0.00	514	Market Sales- Beer/Wine	6,038	5.67	0	0.00	6,038	0	0.00	6,038
0	0.00	0	0.00	0	2,720	22.49	-2,720	Pavillion Pantry	0	0.00	0	0.00	0	27,923	19.12	-27,923
0	0.00	0	0.00	0	1,055	8.72	-1,055	Pavilion Pantry Wine/Beer	0	0.00	0	0.00	0	11,303	7.74	-11,303
6,751	100.00	11,722	100.00	-4,972	12,095	100.00	-5,344	Total Miscellaneous Revenues	106,431	100.00	138,677	100.00	-32,246	146,007	100.00	-39,576
COSales- Miscellaneous																
0	0.00	208	90.00	-208	-11	0.00	11	COS-Laundry/Valet	489	120.82	2,401	90.00	-1,912	1,919	94.88	-1,431
97	6.87	988	50.00	-891	0	0.00	97	COS- Market	11,147	58.35	13,522	50.00	-2,374	0	0.00	11,147
0	0.00	0	0.00	0	2,392	19.78	-2,392	COGS- Pavilion Pantry	0	0.00	0	0.00	0	20,997	14.38	-20,997
97	1.44	1,196	10.20	-1,099	2,381	19.69	-2,284	Total COS- Miscellaneous	11,636	10.93	15,922	11.48	-4,286	22,917	15.70	-11,281
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	Banquet Setup Service Charge- Payout	43	0.04	0	0.00	43	0	0.00	43
6,654	98.56	10,527	89.80	-3,873	9,714	80.31	-3,060	Total Miscellaneous Profit	94,752	89.03	122,754	88.52	-28,002	123,090	84.30	-28,338

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,906	4.51	8,503	1.61	-1,597	8,278	1.62	-1,372	General Manager	85,237	3.22	94,954	1.44	-9,717	85,823	1.29	-586
4,503	2.94	4,022	0.76	481	3,563	0.70	940	Assistant General Manager	37,625	1.42	44,678	0.68	-7,053	40,477	0.61	-2,852
0	0.00	962	0.18	-962	1,053	0.21	-1,053	Security	2,263	0.09	10,742	0.16	-8,479	8,554	0.13	-6,291
928	0.61	1,173	0.22	-245	1,083	0.21	-155	Payroll Taxes	10,764	0.41	12,021	0.18	-1,257	11,832	0.18	-1,068
1,003	0.66	1,700	0.32	-697	1,675	0.33	-672	Employee Benefits	14,759	0.56	18,700	0.28	-3,941	19,021	0.29	-4,263
4,486	2.93	0	0.00	4,486	183	0.04	4,303	Vacation /PTO	29,156	1.10	0	0.00	29,156	8,000	0.12	21,156
581	0.38	0	0.00	581	569	0.11	12	Holiday	3,383	0.13	0	0.00	3,383	2,818	0.04	565
0	0.00	1,950	0.37	-1,950	654	0.13	-654	Bonus/Incentive Pay	1,919	0.07	7,800	0.12	-5,881	6,332	0.09	-4,414
18,407	12.03	18,310	3.47	96	17,057	3.33	1,350	Total P/R & R/B- A&G	185,105	6.98	188,895	2.86	-3,790	182,857	2.74	2,248
Operating Expenses- A&G																
0	0.00	450	0.09	-450	0	0.00	0	Employee Relations	1,849	0.07	6,950	0.11	-5,101	7,477	0.11	-5,627
2,000	1.31	2,000	0.38	0	2,000	0.39	0	Accounting Fees	22,000	0.83	22,000	0.33	0	22,000	0.33	0
952	0.62	1,000	0.19	-48	700	0.14	253	Data Processing	10,110	0.38	11,000	0.17	-890	10,611	0.16	-500
75	0.05	300	0.06	-225	313	0.06	-237	Office Supplies	2,788	0.11	4,900	0.07	-2,112	5,507	0.08	-2,720
86	0.06	90	0.02	-4	0	0.00	86	Muzak	1,096	0.04	990	0.02	106	848	0.01	248
0	0.00	100	0.02	-100	0	0.00	0	Travel & Lodging	358	0.01	2,900	0.04	-2,542	3,250	0.05	-2,892
0	0.00	50	0.01	-50	0	0.00	0	Meals and Entertainment	15	0.00	650	0.01	-635	686	0.01	-671
0	0.00	75	0.01	-75	75	0.01	-75	Telephone	113	0.00	825	0.01	-712	525	0.01	-412
0	0.00	625	0.12	-625	0	0.00	0	Licenses and Permits	4,547	0.17	4,695	0.07	-148	4,098	0.06	449
80	0.05	155	0.03	-75	143	0.03	-63	Postage	1,196	0.05	1,705	0.03	-509	2,021	0.03	-826
0	0.00	100	0.02	-100	0	0.00	0	Recruitment	1,172	0.04	1,100	0.02	72	1,427	0.02	-255
0	0.00	120	0.02	-120	167	0.03	-167	Employment Screening/ Drug Testing	1,293	0.05	1,320	0.02	-27	1,928	0.03	-635
0	0.00	0	0.00	0	0	0.00	0	Training	765	0.03	1,700	0.03	-935	60	0.00	705
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	106	0.00	0	0.00	106	139	0.00	-33
135	0.09	150	0.03	-15	150	0.03	-15	Dues/Subscriptions	4,070	0.15	2,925	0.04	1,145	3,864	0.06	206
3,677	2.40	16,113	3.05	-12,436	14,641	2.86	-10,964	Credit Card Commissions	54,914	2.07	201,229	3.05	-146,314	208,474	3.13	-153,560
-15	-0.01	0	0.00	-15	-681	-0.13	666	Cash Over/Short	5,088	0.19	0	0.00	5,088	-2,512	-0.04	7,600
239	0.16	300	0.06	-61	345	0.07	-107	Equipment Rental	3,007	0.11	3,300	0.05	-293	3,363	0.05	-356
596	0.39	850	0.16	-254	91	0.02	504	Payroll Services	7,190	0.27	9,500	0.14	-2,310	9,066	0.14	-1,877
791	0.52	1,535	0.29	-744	1,526	0.30	-735	Bank Charges	13,461	0.51	16,885	0.26	-3,424	16,703	0.25	-3,242
143	0.09	0	0.00	143	71	0.01	72	Chargebacks	5,885	0.22	0	0.00	5,885	5,045	0.08	840
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	-193	0.00	193
1,765	1.15	2,908	0.55	-1,143	3,462	0.68	-1,697	Workers Comp Insurance	23,749	0.90	35,354	0.54	-11,605	34,112	0.51	-10,363
10,524	6.88	26,921	5.10	-16,397	23,003	4.49	-12,479	Total Operating- A&G	164,771	6.22	329,928	5.00	-165,156	338,499	5.08	-173,728
28,931	18.91	45,232	8.57	-16,301	40,060	7.82	-11,129	Total Expenses- A&G	349,876	13.20	518,823	7.87	-168,947	521,356	7.82	-171,479

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
4,607	3.01	8,605	1.63	-3,998	8,377	1.64	-3,770	Director of Sales	64,386	2.43	95,080	1.44	-30,694	87,634	1.31	-23,248
0	0.00	5,425	1.03	-5,425	4,624	0.90	-4,624	Sales Manager	13,791	0.52	60,102	0.91	-46,311	53,015	0.79	-39,224
695	0.45	1,736	0.33	-1,041	1,442	0.28	-747	Revenue Management	9,912	0.37	19,096	0.29	-9,184	17,119	0.26	-7,207
0	0.00	172	0.03	-172	0	0.00	0	E Commerce Management	516	0.02	1,893	0.03	-1,377	0	0.00	516
0	0.00	5,978	1.13	-5,978	5,819	1.14	-5,819	Sales Coordinator	15,518	0.59	66,227	1.00	-50,709	57,956	0.87	-42,438
455	0.30	1,794	0.34	-1,338	1,977	0.39	-1,522	Payroll Taxes	8,625	0.33	18,317	0.28	-9,692	17,634	0.26	-9,009
639	0.42	2,450	0.46	-1,811	2,399	0.47	-1,761	Employee Benefits	15,280	0.58	26,950	0.41	-11,670	23,601	0.35	-8,321
2,431	1.59	0	0.00	2,431	493	0.10	1,938	Vacation / PTO	17,488	0.66	0	0.00	17,488	12,059	0.18	5,429
300	0.20	0	0.00	300	909	0.18	-609	Holiday	2,349	0.09	0	0.00	2,349	4,502	0.07	-2,153
0	0.00	3,000	0.57	-3,000	3,937	0.77	-3,937	Bonus/Incentive Pay	6,121	0.23	12,000	0.18	-5,879	13,714	0.21	-7,593
9,127	5.97	29,160	5.52	-20,033	29,979	5.85	-20,852	Total P/R & R/B- Sales	153,985	5.81	299,665	4.54	-145,680	287,234	4.31	-133,249
Operating Expenses- Sales																
0	0.00	50	0.01	-50	0	0.00	0	Printing & Stationary	0	0.00	550	0.01	-550	408	0.01	-408
32	0.02	189	0.04	-157	170	0.03	-138	Office Supplies	1,030	0.04	2,879	0.04	-1,849	3,350	0.05	-2,320
0	0.00	75	0.01	-75	196	0.04	-196	Travel & Lodging	89	0.00	1,825	0.03	-1,736	2,072	0.03	-1,983
0	0.00	100	0.02	-100	297	0.06	-297	Meals & Entertainment	275	0.01	1,100	0.02	-825	1,198	0.02	-923
0	0.00	750	0.14	-750	428	0.08	-428	Promotions	1,648	0.06	13,000	0.20	-11,352	11,484	0.17	-9,837
0	0.00	150	0.03	-150	150	0.03	-150	Telephone	300	0.01	1,650	0.03	-1,350	1,450	0.02	-1,150
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	125	0.02	-125	182	0.04	-182	Sales Training	37	0.00	750	0.01	-713	1,065	0.02	-1,028
3,190	2.09	0	0.00	3,190	60	0.01	3,130	Dues & Subscriptions	9,819	0.37	10,349	0.16	-530	9,445	0.14	375
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	1,000	0.02	-1,000	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	2,400	0.09	2,400	0.04	0	4,237	0.06	-1,837
0	0.00	0	0.00	0	450	0.09	-450	e Commerce Costs	250	0.01	0	0.00	250	3,186	0.05	-2,936
586	0.38	1,000	0.19	-414	2,696	0.53	-2,110	Brand Paid Search	6,718	0.25	11,600	0.18	-4,882	11,497	0.17	-4,779
0	0.00	150	0.03	-150	0	0.00	0	Internet Advertising	0	0.00	1,650	0.03	-1,650	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.01	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	83	0.00	300	0.00	-217	0	0.00	83
3,808	2.49	2,589	0.49	1,219	4,630	0.90	-822	Total Operating- Sales	22,650	0.85	49,778	0.75	-27,128	49,420	0.74	-26,770
12,935	8.46	31,749	6.01	-18,814	34,609	6.76	-21,673	Total Expenses-Sales	176,635	6.66	349,443	5.30	-172,808	336,654	5.05	-160,019

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,993	2.13	4,233	1.29	-240	3,874	1.23	120	Chief Engineer	41,297	1.74	47,141	1.24	-5,844	40,743	1.09	555
2,902	1.55	6,431	1.95	-3,529	5,564	1.77	-2,662	General Maintenance	30,014	1.27	71,810	1.88	-41,796	58,288	1.56	-28,274
534	0.28	789	0.24	-255	699	0.22	-165	Payroll Taxes	6,778	0.29	8,802	0.23	-2,024	8,550	0.23	-1,772
63	0.03	189	0.06	-126	159	0.05	-96	Employee Benefits	1,398	0.06	2,079	0.05	-681	1,781	0.05	-383
446	0.24	0	0.00	446	426	0.14	20	Holiday	2,137	0.09	0	0.00	2,137	1,808	0.05	329
1,761	0.94	0	0.00	1,761	0	0.00	1,761	Vacation /PTO	14,323	0.60	0	0.00	14,323	250	0.01	14,073
0	0.00	0	0.00	0	782	0.25	-782	Contract Labor	3,444	0.15	0	0.00	3,444	10,990	0.29	-7,547
9,699	5.17	11,642	3.53	-1,943	11,502	3.67	-1,804	Total P/R & Related Expenses- Maintenance	99,391	4.20	129,832	3.41	-30,441	122,409	3.28	-23,018
Operating Expenses- R & M																
10	0.01	150	0.05	-140	-1,452	-0.46	1,462	Auto Expense	564	0.02	2,550	0.07	-1,986	2,669	0.07	-2,104
0	0.00	231	0.07	-231	4,288	1.37	-4,288	Laundry Equipment	2,396	0.10	2,667	0.07	-272	9,023	0.24	-6,628
43	0.02	425	0.13	-382	226	0.07	-183	Building Maintenance	1,085	0.05	4,675	0.12	-3,590	4,980	0.13	-3,896
146	0.08	200	0.06	-54	397	0.13	-251	Light Bulbs	1,475	0.06	3,245	0.09	-1,770	3,901	0.10	-2,426
0	0.00	200	0.06	-200	38	0.01	-38	Electrical & Mechanical	461	0.02	2,880	0.08	-2,419	3,198	0.09	-2,738
338	0.18	300	0.09	38	507	0.16	-169	HVAC	1,821	0.08	5,450	0.14	-3,629	5,642	0.15	-3,821
118	0.06	500	0.15	-382	161	0.05	-43	Plumbing & Boiler	5,171	0.22	5,000	0.13	171	5,690	0.15	-519
8	0.00	125	0.04	-117	208	0.07	-200	Pool	1,837	0.08	1,375	0.04	462	1,749	0.05	88
720	0.38	1,765	0.54	-1,045	1,870	0.60	-1,150	Grounds & Landscaping	9,776	0.41	19,415	0.51	-9,639	21,636	0.58	-11,860
0	0.00	641	0.19	-641	655	0.21	-655	Interior Plants	1,966	0.08	7,051	0.19	-5,085	6,991	0.19	-5,024
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	127	0.00	-127
0	0.00	250	0.08	-250	218	0.07	-218	Furniture & Fixtures	839	0.04	4,550	0.12	-3,711	5,243	0.14	-4,404
0	0.00	260	0.08	-260	7	0.00	-7	Painting	855	0.04	2,490	0.07	-1,635	2,384	0.06	-1,529
154	0.08	0	0.00	154	2,633	0.84	-2,479	Carpet & Floor	5,352	0.23	6,500	0.17	-1,148	9,762	0.26	-4,410
0	0.00	100	0.03	-100	569	0.18	-569	Kitchen Equipment	0	0.00	3,100	0.08	-3,100	4,278	0.11	-4,278
159	0.08	100	0.03	59	756	0.24	-597	Locks & Keys	3,486	0.15	2,650	0.07	836	4,015	0.11	-529
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	-220	-0.01	0	0.00	-220	1,305	0.03	-1,525
269	0.14	340	0.10	-71	345	0.11	-76	Exterminating	2,910	0.12	3,740	0.10	-830	3,989	0.11	-1,079
2,090	1.11	0	0.00	2,090	0	0.00	2,090	Maintenance Contracts	2,090	0.09	0	0.00	2,090	0	0.00	2,090
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	162	0.00	-162
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	383	0.02	0	0.00	383	0	0.00	383
1,927	1.03	4,000	1.21	-2,073	6,284	2.00	-4,356	Fire & Safety	5,835	0.25	8,900	0.23	-3,065	11,723	0.31	-5,888
417	0.22	395	0.12	22	408	0.13	9	Elevator	6,442	0.27	4,345	0.11	2,097	5,854	0.16	588
6,399	3.41	9,982	3.03	-3,582	18,119	5.77	-11,719	Total Operating - R & M	54,524	2.30	90,583	2.38	-36,060	114,320	3.06	-59,796
16,098	8.58	21,624	6.56	-5,526	29,621	9.44	-13,523	Total Expenses- R & M	153,915	6.50	220,416	5.78	-66,501	236,729	6.34	-82,815

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
13,790	7.35	12,600	3.83	1,190	14,598	4.65	-808	Electricity	135,260	5.71	149,794	3.93	-14,534	150,011	4.02	-14,751
1,421	0.76	2,089	0.63	-668	1,753	0.56	-332	Gas	13,149	0.56	18,232	0.48	-5,083	19,198	0.51	-6,049
3,746	2.00	3,965	1.20	-219	5,880	1.87	-2,134	Water & Sewer	35,140	1.48	55,988	1.47	-20,848	55,492	1.49	-20,352
617	0.33	675	0.20	-58	707	0.23	-90	Waste Removal	7,038	0.30	7,425	0.19	-387	7,266	0.19	-228
19,574	10.43	19,329	5.87	245	22,938	7.31	-3,364	Total Expenses- Utilities	190,587	8.05	231,439	6.07	-40,852	231,967	6.21	-41,380

12/14/2020 at 1:26:37 PM

Page 17 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,581	5.55	25,397	5.56	-17,815	23,907	5.50	-16,326	Franchise Fees/ Royalties	129,537	5.57	314,975	5.55	-185,438	317,111	5.56	-187,573
5,927	4.34	20,087	4.39	-14,159	18,691	4.30	-12,763	Advertising	101,275	4.35	249,117	4.39	-147,842	247,790	4.34	-146,515
1,020	0.75	13,242	2.90	-12,222	13,985	3.22	-12,965	Frequent Traveler	50,646	2.18	153,178	2.70	-102,532	152,841	2.68	-102,195
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	220	0.01	0	0.00	220	973	0.02	-753
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	228	0.01	0	0.00	228	1,730	0.03	-1,502
14,529	10.64	58,725	12.85	-44,196	56,583	13.03	-42,054	Total Franchise Fees Expense	281,906	12.12	717,270	12.64	-435,364	720,445	12.63	-438,539

12/14/2020 at 1:26:37 PM

Page 18 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,824	2.50	13,208	2.50	-9,384	12,802	2.50	-8,978	Management Fees	66,263	2.50	164,941	2.50	-98,678	166,714	2.50	-100,451
4,237	2.77	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,241	0.58	0	0.00	15,241	0	0.00	15,241
8,061	5.27	13,208	2.50	-5,146	12,802	2.50	-4,741	Total Management Fees Expense	81,504	3.08	164,941	2.50	-83,437	166,714	2.50	-85,210

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
59,211	38.71	59,211	11.21	0	57,627	11.25	1,585	Ground Lease	646,572	24.39	644,987	9.78	1,585	629,267	9.44	17,305
27,079	17.70	25,024	4.74	2,055	27,079	5.29	0	FF & E Reserve	297,868	11.24	275,264	4.17	22,604	315,991	4.74	-18,123
-956	-0.62	933	0.18	-1,889	933	0.18	-1,889	Van Lease	6,638	0.25	10,263	0.16	-3,625	5,948	0.09	690
30,601	20.01	30,602	5.80	0	28,488	5.56	2,113	Real Estate Tax	336,616	12.70	336,617	5.10	0	313,369	4.70	23,247
1,326	0.87	1,326	0.25	0	1,776	0.35	-450	Personal Property Tax	14,850	0.56	14,584	0.22	266	19,538	0.29	-4,688
7,332	4.79	6,939	1.31	393	8,164	1.59	-832	Insurance	78,395	2.96	76,159	1.15	2,236	83,078	1.25	-4,683
124,594	81.45	124,035	23.49	560	124,067	24.23	527	TOTAL FIXED EXPENSES	1,380,940	52.10	1,357,873	20.59	23,067	1,367,192	20.50	13,749

12/14/2020 at 1:26:37 PM

Page 20 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,933	2.13	-10,933	Owners Expense	12,141	0.46	0	0.00	12,141	13,474	0.20	-1,333
89,189	58.31	0	0.00	89,189	89,189	17.42	0	Depreciation	981,079	37.01	0	0.00	981,079	981,079	14.71	0
6,954	4.55	0	0.00	6,954	6,954	1.36	0	Amortization Expense	76,494	2.89	0	0.00	76,494	76,494	1.15	0
83,500	54.59	83,429	15.80	71	82,914	16.19	586	Interest Expense	917,057	34.60	917,715	13.92	-659	924,314	13.86	-7,257
0	0.00	5,310	1.01	-5,310	5,121	1.00	-5,121	Asset Management Fee	11,267	0.43	66,269	1.00	-55,002	66,687	1.00	-55,420
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-933	-0.04	0	0.00	-933	0	0.00	-933
0	0.00	0	0.00	0	447	0.09	-447	Extraordinary Expenses	7,592	0.29	0	0.00	7,592	22,992	0.34	-15,400
179,643	117.44	88,738	16.81	90,905	195,557	38.19	-15,914	Total Other	2,004,696	75.63	983,985	14.92	1,020,712	2,085,039	31.27	-80,343

12/14/2020 at 1:26:37 PM

Page 21 of 22

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
 For Property: HGI Atlanta Alpharetta
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,510		3,510		0	3,510		0	Total Rooms Available	39,195		39,195		0	39,078		117
1,322		2,753		-1,431	2,762		-1,440	Total Rooms Sold	16,954		31,966		-15,012	29,324		-12,370
37.66%		78.43%		-40.77%	78.69%		-41.03%	Occupancy %	43.26%		81.56%		-38.30%	75.04%		-31.78%
71.50		86.84		-15.34	84.66		-13.16	Average Rate	82.55		94.53		-11.98	97.53		-14.98
26.93		68.11		-41.18	66.61		-39.69	REVPAR	35.71		77.09		-41.39	73.19		-37.48
REVENUES																
94,518	88.70	239,072	87.01	-144,554	233,818	87.89	-139,300	ROOMS	1,399,492	87.78	3,021,598	87.68	-1,622,106	2,859,993	87.91	-1,460,501
8,462	7.94	23,011	8.37	-14,548	21,589	8.12	-13,127	FOOD	119,759	7.51	277,134	8.04	-157,375	255,885	7.87	-136,126
2,337	2.19	6,470	2.35	-4,132	6,673	2.51	-4,336	BEVERAGE	39,073	2.45	75,120	2.18	-36,047	72,256	2.22	-33,184
1,242	1.17	6,227	2.27	-4,984	3,957	1.49	-2,715	MISCELLANEOUS	35,976	2.26	72,195	2.10	-36,220	65,130	2.00	-29,155
106,560	100.00	274,779	100.00	-168,219	266,038	100.00	-159,478	TOTAL REVENUES	1,594,299	100.00	3,446,047	100.00	-1,851,748	3,253,265	100.00	-1,658,966
DEPARTMENT EXPENSES																
37,940	40.14	61,092	25.55	-23,152	58,341	24.95	-20,401	ROOMS EXPENSE	425,307	30.39	692,709	22.93	-267,401	665,331	23.26	-240,024
13,173	155.67	24,665	107.19	-11,492	23,390	108.34	-10,217	FOOD EXPENSE	147,864	123.47	281,385	101.53	-133,522	268,811	105.05	-120,948
2,825	120.86	3,450	53.33	-625	3,813	57.14	-988	BEVERAGE EXPENSE	32,844	84.06	41,424	55.14	-8,580	37,920	52.48	-5,076
778	62.59	1,638	26.31	-860	774	19.56	4	MISCELLANEOUS EXPENSE	12,931	35.94	19,020	26.34	-6,089	18,719	28.74	-5,787
54,716	51.35	90,845	33.06	-36,129	86,319	32.45	-31,602	TOTAL DEPARTMENTAL EXPENSES	618,946	38.82	1,034,538	30.02	-415,592	990,782	30.45	-371,836
DEPARTMENTAL PROFIT																
56,577	59.86	177,980	74.45	-121,403	175,477	75.05	-118,899	ROOMS PROFIT	974,184	69.61	2,328,889	77.07	-1,354,705	2,194,662	76.74	-1,220,477
-4,711	-55.67	-1,654	-7.19	-3,057	-1,801	-8.34	-2,910	FOOD PROFIT	-28,105	-23.47	-4,251	-1.53	-23,853	-12,926	-5.05	-15,178
-488	-20.86	3,019	46.67	-3,507	2,860	42.86	-3,348	BEVERAGE PROFIT	6,229	15.94	33,696	44.86	-27,467	34,336	47.52	-28,107
465	37.41	4,589	73.69	-4,124	3,183	80.44	-2,718	MISCELLANEOUS PROFIT	23,044	64.06	53,175	73.66	-30,131	46,412	71.26	-23,367
51,844	48.65	183,934	66.94	-132,090	179,719	67.55	-127,875	TOTAL DEPARTMENTAL PROFIT	975,353	61.18	2,411,509	69.98	-1,436,156	2,262,483	69.55	-1,287,130
20,303	19.05	29,339	10.68	-9,036	23,696	8.91	-3,393	A & G EXPENSE	253,329	15.89	336,302	9.76	-82,974	344,306	10.58	-90,978
1,973	1.85	1,873	0.68	100	2,108	0.79	-135	TELECOM	24,738	1.55	20,500	0.59	4,238	22,407	0.69	2,331
8,438	7.92	15,706	5.72	-7,268	11,445	4.30	-3,007	SALES & MARKETING EXPENSES	85,798	5.38	138,713	4.03	-52,915	113,802	3.50	-28,004
7,010	6.58	33,816	12.31	-26,806	29,623	11.13	-22,613	FRANCHISE FEES	182,952	11.48	416,721	12.09	-233,769	387,560	11.91	-204,608
9,981	9.37	15,801	5.75	-5,820	17,832	6.70	-7,851	MAINTENANCE EXPENSES	112,985	7.09	189,116	5.49	-76,131	180,162	5.54	-67,177
13,494	12.66	12,717	4.63	777	11,515	4.33	1,979	UTILITIES EXPENSE	134,679	8.45	158,048	4.59	-23,369	150,813	4.64	-16,134
61,199	57.43	109,252	39.76	-48,052	96,218	36.17	-35,019	TOTAL ADMIN EXPENSES	794,480	49.83	1,259,400	36.55	-464,920	1,199,051	36.86	-404,571
-9,356	-8.78	74,682	27.18	-84,038	83,501	31.39	-92,856	HOUSE PROFIT	180,873	11.34	1,152,109	33.43	-971,236	1,063,433	32.69	-882,559

FIXED EXPENSES															
6,900	6.47	6,874	2.50	26	6,651	2.50	249 MANAGEMENT FEES	55,098	3.46	86,199	2.50	-31,102	81,373	2.50	-26,275
65,937	61.88	64,301	23.40	1,636	65,202	24.51	735 FIXED EXPENSES	721,823	45.28	721,649	20.94	173	661,377	20.33	60,446
-82,192	-77.13	3,508	1.28	-85,700	11,648	4.38	-93,840 NET OPERATING INCOME	-596,047	-37.39	344,261	9.99	-940,307	320,683	9.86	-916,729
69,493	65.22	25,304	9.21	44,189	91,544	34.41	-22,051 Other	785,805	49.29	284,598	8.26	501,207	924,697	28.42	-138,892
-151,685	-142.35	-21,797	-7.93	-129,888	-79,896	-30.03	-71,789 N.I. after Other	-1,381,852	-86.67	59,663	1.73	-1,441,515	-604,015	-18.57	-777,837
-104,967		-21,797		-83,170	-33,178		-71,789 Cash before Depreciation/Amortization	-867,954		59,663		-927,617	-90,117		-777,837

12/14/2020 at 1:03:25 PM

Page 1 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
10,530	11.14	71,579	29.94	-61,049	80,620	34.48	-70,090	Rack/ Premium	468,292	33.46	1,024,498	33.91	-556,206	1,103,592	38.59	-635,299
3,059	3.24	24,034	10.05	-20,975	18,790	8.04	-15,731	Corporate	119,612	8.55	284,008	9.40	-164,395	252,625	8.83	-133,012
50,905	53.86	57,867	24.20	-6,962	60,762	25.99	-9,857	Discounts - Other	452,411	32.33	503,553	16.67	-51,142	809,946	28.32	-357,535
445	0.47	6,993	2.92	-6,548	508	0.22	-63	Government	9,451	0.68	97,067	3.21	-87,616	34,487	1.21	-25,036
5,093	5.39	29,678	12.41	-24,584	29,119	12.45	-24,025	Locally Negotiated Rate	146,793	10.49	443,565	14.68	-296,772	341,320	11.93	-194,528
-205	-0.22	0	0.00	-205	-1,662	-0.71	1,457	Allowances	-12,981	-0.93	0	0.00	-12,981	-49,609	-1.73	36,628
69,828	73.88	190,151	79.54	-120,323	188,136	80.46	-118,308	Total Transient Revenue	1,183,578	84.57	2,352,690	77.86	-1,169,112	2,492,360	87.15	-1,308,782
22,001	23.28	30,228	12.64	-8,227	35,441	15.16	-13,440	Crew (Air)	176,692	12.63	356,455	11.80	-179,763	104,346	3.65	72,346
22,001	23.28	30,228	12.64	-8,227	35,441	15.16	-13,440	Total Base Revenues	176,692	12.63	356,455	11.80	-179,763	104,346	3.65	72,346
2,464	2.61	18,693	7.82	-16,229	9,952	4.26	-7,488	Group- Corporate	36,825	2.63	312,453	10.34	-275,628	248,598	8.69	-211,773
2,464	2.61	18,693	7.82	-16,229	9,952	4.26	-7,488	Total Group Revenue	36,825	2.63	312,453	10.34	-275,628	248,598	8.69	-211,773
226	0.24	0	0.00	226	290	0.12	-64	Guaranteed No-Show	2,397	0.17	0	0.00	2,397	14,689	0.51	-12,292
94,518	100.00	239,072	100.00	-144,554	233,818	100.00	-139,300	Total Rooms Revenue	1,399,492	100.00	3,021,598	100.00	-1,622,106	2,859,993	100.00	-1,460,501
ROOM STATISTICS																
121	9	716	26	-595	769	28	-648	Rack/ Premium Rooms	4,709	28	9,103	28	-4,394	9,694	33	-4,985
42	3	248	9	-206	213	8	-171	Corporate Rooms	1,385	8	2,902	9	-1,517	2,533	9	-1,148
730	55	743	27	-13	694	25	36	Discounts - Other Rooms	5,869	35	5,710	18	159	8,471	29	-2,602
5	0	55	2	-50	4	0	1	Government Rooms	81	0	764	2	-683	277	1	-196
70	5	303	11	-233	397	14	-327	Locally Negotiated Corporate Rooms	1,938	11	4,433	14	-2,495	4,354	15	-2,416
968	73	2,065	75	-1,097	2,077	75	-1,109	Total Transient Stats	13,982	82	22,913	72	-8,931	25,329	86	-11,347
328	25	496	18	-168	581	21	-253	Crew (Air) Stats	2,603	15	5,843	18	-3,240	1,700	6	903
328	25	496	18	-168	581	21	-253	Total Crew Stats	2,603	15	5,843	18	-3,240	1,700	6	903
26	2	193	7	-167	104	4	-78	Group- Corporate Rooms	369	2	3,209	10	-2,840	2,333	8	-1,964
26	2	193	7	-167	104	4	-78	Total Group Stats	369	2	3,209	10	-2,840	2,333	8	-1,964
1,322	100	2,753	100	-1,431	2,762	100	-1,440	TOTAL ROOM STATISTICS	16,954	100	31,966	100	-15,012	29,362	100	-12,408

Other Room Stats

0	0	0	0	0	0	0	0 Comp Rooms	5	0	0	0	5	38	0	-33
308	23	0	0	308	662	24	-354 Multiple Occupancy	3,891	23	0	0	3,891	8,726	30	-4,835
154	12	0	0	154	45	2	109 Out of Order Rooms	1,351	8	0	0	1,351	525	2	826
1,673	127	0	0	1,673	3,640	132	-1,967 # of Guests	21,873	129	0	0	21,873	41,282	141	-19,409

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
87.02		100.00		-12.98	104.84		-17.81	Rack/Premium ADR	99.45		112.54		-13.09	113.84		-14.40
72.84		97.00		-24.16	88.22		-15.37	Corporate ADR	86.36		97.87		-11.50	99.73		-13.37
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
69.73		77.85		-8.12	87.55		-17.82	Discount ADR	77.08		88.18		-11.10	95.61		-18.53
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
89.00		127.00		-38.00	127.00		-38.00	Government ADR	116.68		127.00		-10.32	124.50		-7.82
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
72.76		98.00		-25.24	73.35		-0.58	Local Negotiated ADR	75.74		100.06		-24.32	78.39		-2.65
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
72.14		92.09		-19.96	90.58		-18.44	Total Transient ADR	84.65		102.68		-18.03	98.40		-13.75
67.08		61.00		6.08	61.00		6.08	Crew ADR	67.88		61.00		6.88	61.38		6.50
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
94.75		97.00		-2.25	95.69		-0.94	Group - Corporate ADR	99.80		97.35		2.44	106.56		-6.76
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
94.75		97.00		-2.25	95.69		-0.94	Total Group ADR	99.80		97.35		2.44	106.56		-6.76

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
4,844	3.66	6,162	2.24	-1,318	6,137	2.22	-1,292	FD/ Guest Service Reps	49,394	2.91	71,546	2.24	-22,152	83,509	2.85	-34,115
0	0.00	0	0.00	0	-45	-0.02	45	FD/Supervisor	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,699	0.98	-2,699	2,628	0.95	-2,628	Executive Housekeeper	6,871	0.41	30,058	0.94	-23,187	27,804	0.95	-20,933
2,458	1.86	2,030	0.74	428	1,318	0.48	1,140	Asst Exec Housekeeper/ Inspectress	8,003	0.47	22,668	0.71	-14,665	12,049	0.41	-4,045
5,698	4.31	12,061	4.38	-6,363	11,521	4.17	-5,822	Housekeepers	75,626	4.46	140,044	4.38	-64,418	129,998	4.43	-54,372
133	0.10	2,551	0.93	-2,418	2,479	0.90	-2,346	Housemen	7,972	0.47	28,486	0.89	-20,514	26,530	0.90	-18,558
5,679	4.30	4,037	1.47	1,642	4,183	1.51	1,496	Van Drivers	44,345	2.62	45,076	1.41	-731	31,262	1.07	13,083
1,643	1.24	2,761	1.00	-1,118	2,695	0.98	-1,052	Laundry	15,853	0.94	32,057	1.00	-16,204	34,476	1.18	-18,623
3,078	2.33	2,741	1.00	337	2,669	0.97	408	Night Audit	30,235	1.78	30,605	0.96	-370	36,117	1.23	-5,882
2,197	1.66	3,107	1.13	-910	2,577	0.93	-379	Payroll Taxes	20,770	1.23	34,975	1.09	-14,205	32,859	1.12	-12,089
648	0.49	1,536	0.56	-888	1,875	0.68	-1,227	Employee Benefits	9,211	0.54	16,896	0.53	-7,685	16,126	0.55	-6,915
847	0.64	1,014	0.37	-167	-86	-0.03	933	Vacation /PTO	26,619	1.57	11,154	0.35	15,465	9,041	0.31	17,578
729	0.55	935	0.34	-206	1,407	0.51	-678	Holiday	4,162	0.25	4,675	0.15	-513	5,147	0.18	-985
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	3,274	0.11	-3,274
27,953	21.14	41,634	15.12	-13,681	39,357	14.25	-11,404	Total P/R & R/Benefits- Rooms	299,062	17.64	468,240	14.65	-169,178	448,192	15.28	-149,130
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	138	0.05	-138	126	0.05	-126	Newspapers	429	0.03	1,598	0.05	-1,169	1,456	0.05	-1,027
946	0.72	2,202	0.80	-1,256	2,501	0.91	-1,554	Rooms- Promotion	16,857	0.99	25,573	0.80	-8,715	24,263	0.83	-7,405
217	0.16	0	0.00	217	600	0.22	-383	Guest Transportation	1,303	0.08	0	0.00	1,303	4,721	0.16	-3,417
0	0.00	83	0.03	-83	-64	-0.02	64	Laundry Supplies	1,874	0.11	959	0.03	915	631	0.02	1,243
274	0.21	1,514	0.55	-1,240	486	0.18	-212	Linen Supplies	7,237	0.43	17,581	0.55	-10,345	14,243	0.49	-7,006
1,916	1.45	1,954	0.71	-38	1,955	0.71	-39	Cable TV	18,938	1.12	21,494	0.67	-2,556	20,085	0.68	-1,147
411	0.31	435	0.16	-24	435	0.16	-25	HSIA Support	4,892	0.29	4,785	0.15	107	4,790	0.16	102
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	106	0.00	-106
145	0.11	991	0.36	-846	705	0.26	-561	Reservations Expense	1,932	0.11	11,508	0.36	-9,576	8,659	0.30	-6,726
1,139	0.86	3,166	1.15	-2,027	3,828	1.39	-2,688	Guest Room Supplies	20,499	1.21	36,761	1.15	-16,261	37,868	1.29	-17,369
778	0.59	743	0.27	34	656	0.24	121	Cleaning Supplies	6,961	0.41	8,631	0.27	-1,670	8,000	0.27	-1,039
638	0.48	358	0.13	280	217	0.08	420	Ecolab Core Supplies	4,431	0.26	4,156	0.13	275	3,514	0.12	917
3,141	2.38	7,406	2.69	-4,265	7,567	2.74	-4,426	Travel Agents Commission	36,056	2.13	85,989	2.69	-49,933	78,627	2.68	-42,571
77	0.06	468	0.17	-391	-28	-0.01	105	Uniforms	582	0.03	5,434	0.17	-4,852	5,378	0.18	-4,797
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	4,799	0.16	-4,799
306	0.23	0	0.00	306	0	0.00	306	COVID 19 Supplies	4,253	0.25	0	0.00	4,253	0	0.00	4,253
9,987	7.55	19,458	7.07	-9,471	18,984	6.87	-8,997	Total Operating - Rooms	126,245	7.45	224,469	7.02	-98,224	217,139	7.40	-90,895
37,940	28.70	61,092	22.19	-23,152	58,341	21.12	-20,401	Total Expenses- Rooms	425,307	25.09	692,709	21.67	-267,401	665,331	22.69	-240,024
56,577	42.80	177,980	64.65	-121,403	175,477	63.53	-118,899	Net Income- Rooms	974,184	57.46	2,328,889	72.86	-1,354,705	2,194,662	74.84	-1,220,477

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport
 For Property: HGI San Antonio Airport
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
5,646	52.28	17,392	58.99	-11,745	17,397	61.55	-11,750	Total Food Sales	83,407	52.51	212,963	60.46	-129,556	190,474	58.05	-107,067
2,337	21.64	6,470	21.95	-4,132	6,673	23.61	-4,336	Total Beverage Sales	39,073	24.60	75,120	21.33	-36,047	72,256	22.02	-33,184
25	0.23	200	0.68	-175	120	0.42	-95	Total Banquet A/V	530	0.33	2,900	0.82	-2,370	1,574	0.48	-1,044
2,791	25.84	5,419	18.38	-2,628	4,073	14.41	-1,282	Total Banquet Misc	35,821	22.55	61,271	17.39	-25,450	63,837	19.45	-28,015
10,800	100.00	29,480	100.00	-18,681	28,262	100.00	-17,463	Total F & B Sales	158,832	100.00	352,254	100.00	-193,423	328,141	100.00	-169,310
2,519	44.62	6,435	37.00	-3,916	6,830	39.26	-4,310	Food Cost	43,049	51.61	78,796	37.00	-35,747	81,774	42.93	-38,725
798	34.13	1,422	21.98	-624	1,451	21.74	-653	Beverage Costs	10,583	27.09	16,514	21.98	-5,930	14,907	20.63	-4,323
0	0.00	64	32.00	-64	0	0.00	0	Banquet A/V Costs	121	22.85	928	32.00	-807	615	39.05	-494
3,317	30.71	7,921	26.87	-4,604	8,280	29.30	-4,964	Total F & B Costs	53,754	33.84	96,238	27.32	-42,484	97,296	29.65	-43,542
8,482	150.22	15,071	86.66	-6,589	12,822	73.70	-4,340	Food Wages	82,367	98.75	170,562	80.09	-88,195	154,706	81.22	-72,338
1,765	75.52	1,697	26.23	68	1,596	23.92	169	Beverage Wages	12,692	32.48	18,946	25.22	-6,254	16,598	22.97	-3,906
10,247	128.35	16,768	70.27	-6,521	14,418	59.90	-4,171	Total F & B Wages	95,060	77.61	189,508	65.78	-94,448	171,304	65.20	-76,244
1,609	20.15	1,950	8.17	-341	2,956	12.28	-1,347	F & B- P T & E B	18,541	15.14	21,944	7.62	-3,403	23,809	9.06	-5,268
11,856	109.78	18,718	63.49	-6,862	17,374	61.47	-5,518	TTL P/R and Benefits	113,601	71.52	211,452	60.03	-97,851	195,113	59.46	-81,512
825	14.61	1,476	8.49	-651	1,218	7.00	-393	Food Operating Expenses	6,374	7.64	12,850	6.03	-6,476	11,567	6.07	-5,193
0	0.00	0	0.00	0	8	0.11	-8	Beverage Operating Expenses	6,866	17.57	2,270	3.02	4,596	2,316	3.21	4,550
825	7.64	1,476	5.01	-651	1,225	4.33	-400	Total F & B Operating Expenses	13,240	8.34	15,120	4.29	-1,880	13,884	4.23	-644
-5,199	-48.14	1,365	4.63	-6,564	1,383	4.89	-6,581	Net F & B Income	-21,763	-13.70	29,445	8.36	-51,208	21,850	6.66	-43,613

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport
 For Property: HGI San Antonio Airport
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
2,859	33.78	9,498	41.28	-6,639	9,032	41.84	-6,174	Garden Grill Breakfast	43,758	36.54	110,283	39.79	-66,525	96,267	37.62	-52,509
1,962	23.19	5,644	24.53	-3,681	7,076	32.78	-5,114	Garden Grill Dinner	31,280	26.12	65,530	23.65	-34,250	65,104	25.44	-33,824
4,821	56.97	15,142	65.80	-10,320	16,108	74.61	-11,287	Total Garden Grill	75,038	62.66	175,813	63.44	-100,775	161,371	63.06	-86,333
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	0 Banquet Breakfast	0	0.00	0	0.00	0	0	0.00	0
825	9.75	2,000	8.69	-1,175	1,148	5.32	-323	Banquet Lunch	7,869	6.57	34,400	12.41	-26,531	27,832	10.88	-19,963
0	0.00	250	1.09	-250	140	0.65	-140	Banquet Breaks	500	0.42	2,750	0.99	-2,250	1,271	0.50	-771
825	9.75	2,250	9.78	-1,425	1,288	5.97	-463	Total Banquets	8,369	6.99	37,150	13.41	-28,781	29,103	11.37	-20,734
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
5,646	66.72	17,392	75.58	-11,745	17,397	80.58	-11,750	Net Food Revenue	83,407	69.65	212,963	76.84	-129,556	190,474	74.44	-107,067
2,100	24.82	4,000	17.38	-1,900	3,505	16.23	-1,405	Banquet Room Rental	26,699	22.29	43,000	15.52	-16,301	37,468	14.64	-10,768
25	0.30	200	0.87	-175	120	0.56	-95	Banquet A/V	530	0.44	2,900	1.05	-2,370	1,574	0.62	-1,044
0	0.00	0	0.00	0	0	0.00	0	Banquet Miscellaneous	700	0.58	0	0.00	700	0	0.00	700
691	8.16	1,419	6.17	-728	568	2.63	123	F & B Service Charges	8,422	7.03	18,271	6.59	-9,849	26,369	10.31	-17,947
2,816	33.28	5,619	24.42	-2,803	4,193	19.42	-1,377	Total Banquets Other	36,351	30.35	64,171	23.16	-27,820	65,411	25.56	-29,060
8,462	100.00	23,011	100.00	-14,548	21,589	100.00	-13,127	Total Food Revenues	119,759	100.00	277,134	100.00	-157,375	255,885	100.00	-136,126

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
2,519	44.62	6,435	37.00	-3,916	6,830	39.26	-4,310	Cost of Sales - Food	43,049	51.61	78,796	37.00	-35,747	81,774	42.93	-38,725
0	0.00	64	0.32	-64	0	0.00	0	Cost of Sales- Banquet A/V	121	0.23	928	0.32	-807	615	0.39	-494
2,519	44.62	6,499	37.37	-3,980	6,830	39.26	-4,310	Total Cost of Good Sold	43,170	51.76	79,724	37.44	-36,554	82,389	43.25	-39,219
Food Payroll																
0	0.00	3,299	14.34	-3,299	3,206	14.85	-3,206	Restaurant Supervisor	10,792	9.01	36,839	13.29	-26,047	34,527	13.49	-23,736
2,456	29.02	4,078	17.72	-1,622	2,977	13.79	-521	Servers	20,254	16.91	45,538	16.43	-25,284	41,457	16.20	-21,203
5,229	61.79	5,360	23.29	-131	5,599	25.93	-370	Cooks	42,970	35.88	59,849	21.60	-16,879	62,690	24.50	-19,719
694	8.20	1,419	6.17	-725	279	1.29	415	F & B Service Charge- Payout	3,712	3.10	18,271	6.59	-14,559	6,380	2.49	-2,667
727	8.59	1,329	5.78	-602	1,325	6.14	-598	Payroll Taxes	7,506	6.27	15,059	5.43	-7,553	13,947	5.45	-6,441
104	1.22	915	3.98	-812	761	3.53	-658	Employee Benefits	4,640	3.87	10,065	3.63	-5,425	9,652	3.77	-5,013
365	4.31	290	1.26	75	600	2.78	-235	Vacation /PTO	6,994	5.84	3,190	1.15	3,804	3,992	1.56	3,002
255	3.01	0	0.00	255	596	2.76	-341	Holiday	1,452	1.21	0	0.00	1,452	2,211	0.86	-759
9,829	116.15	16,690	72.53	-6,861	15,343	71.07	-5,514	Total Food Wages	98,319	82.10	188,811	68.13	-90,492	174,855	68.33	-76,536
Operating Expenses																
0	0.00	50	0.22	-50	0	0.00	0	China	84	0.07	550	0.20	-466	565	0.22	-481
0	0.00	50	0.22	-50	14	0.06	-14	Glass	732	0.61	550	0.20	182	46	0.02	686
0	0.00	50	0.22	-50	0	0.00	0	Silverware	0	0.00	550	0.20	-550	392	0.15	-392
0	0.00	0	0.00	0	0	0.00	0	Linens	17	0.01	0	0.00	17	0	0.00	17
0	0.00	55	0.24	-55	0	0.00	0	Supplies- Other	292	0.24	639	0.23	-347	135	0.05	157
0	0.00	110	0.48	-110	253	1.17	-253	Cleaning Supplies	35	0.03	1,279	0.46	-1,244	1,146	0.45	-1,111
0	0.00	110	0.48	-110	449	2.08	-449	Dishwasher Supplies	417	0.35	1,279	0.46	-862	1,295	0.51	-879
432	5.10	496	2.15	-64	463	2.15	-32	Supplies- Paper	3,240	2.71	5,754	2.08	-2,514	5,455	2.13	-2,215
0	0.00	500	2.17	-500	0	0.00	0	Menus	862	0.72	1,000	0.36	-138	667	0.26	195
393	4.64	55	0.24	338	38	0.18	355	Kitchen & Utensils Supplies	696	0.58	639	0.23	57	930	0.36	-234
0	0.00	0	0.00	0	0	0.00	0	Promotions	0	0.00	0	0.00	0	834	0.33	-834
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	610	0.22	-610	103	0.04	-103
825	9.75	1,476	6.41	-651	1,218	5.64	-393	Total Operating Expense- Food	6,374	5.32	12,850	4.64	-6,476	11,567	4.52	-5,193
13,173	155.67	24,665	107.19	-11,492	23,390	108.34	-10,217	Total Food Costs	147,864	123.47	281,385	101.53	-133,522	268,811	105.05	-120,948
-4,711	-55.67	-1,654	-7.19	-3,057	-1,801	-8.34	-2,910	N.I. - Food Department	-28,105	-23.47	-4,251	-1.53	-23,853	-12,926	-5.05	-15,178

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	268	4.02	-268	Restaurant Beer	0	0.00	0	0.00	0	1,970	2.73	-1,970
0	0.00	0	0.00	0	268	4.02	-268	Total Restaurant Beverage	0	0.00	0	0.00	0	1,970	2.73	-1,970
578	24.75	1,845	28.51	-1,266	1,714	25.68	-1,136	Garden Grill Beer	11,256	28.81	21,417	28.51	-10,161	20,983	29.04	-9,727
579	24.79	1,184	18.30	-604	1,381	20.69	-801	Garden Grill Wine	6,528	16.71	13,745	18.30	-7,218	13,377	18.51	-6,850
1,179	50.46	3,441	53.19	-2,262	3,310	49.61	-2,131	Garden Grill Liquor	21,289	54.49	39,958	53.19	-18,668	35,926	49.72	-14,636
2,337	100.00	6,470	100.00	-4,132	6,405	95.98	-4,067	Total Garden Grill Beverage	39,073	100.00	75,120	100.00	-36,047	70,286	97.27	-31,213
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
2,337	100.00	6,470	100.00	-4,132	6,673	100.00	-4,336	Total Beverage Revenue	39,073	100.00	75,120	100.00	-36,047	72,256	100.00	-33,184

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
297	12.70	551	8.51	-254	587	8.79	-290	Cost of Sales - Liquor	4,692	12.01	6,393	8.51	-1,701	5,843	8.09	-1,151
140	6.01	516	7.98	-376	467	6.99	-326	Cost of Sales - Beer	3,440	8.80	5,997	7.98	-2,557	5,414	7.49	-1,974
360	15.42	355	5.49	5	398	5.96	-37	Cost of Sales - Wine	2,452	6.27	4,124	5.49	-1,672	3,650	5.05	-1,198
798	34.13	1,422	21.98	-624	1,451	21.74	-653	Total COGS- Beverage	10,583	27.09	16,514	21.98	-5,930	14,907	20.63	-4,323
Beverage Payroll																
1,765	75.52	1,697	26.23	68	1,596	23.92	169	Bartender	12,692	32.48	18,946	25.22	-6,254	16,598	22.97	-3,906
262	11.21	331	5.12	-69	368	5.52	-107	Payroll Taxes	2,124	5.44	3,695	4.92	-1,571	3,395	4.70	-1,271
0	0.00	0	0.00	0	324	4.85	-324	Employee Benefits	113	0.29	0	0.00	113	440	0.61	-327
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	335	0.86	0	0.00	335	0	0.00	335
0	0.00	0	0.00	0	66	0.99	-66	Holiday	130	0.33	0	0.00	130	264	0.37	-134
2,027	86.73	2,028	31.35	-1	2,354	35.28	-327	Total Beverage Payroll	15,394	39.40	22,641	30.14	-7,246	20,697	28.64	-5,303
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	6,833	17.49	2,270	3.02	4,563	2,270	3.14	4,563
0	0.00	0	0.00	0	8	0.00	-8	Glassware	0	0.00	0	0.00	0	46	0.00	-46
0	0.00	0	0.00	0	0	0.00	0	Uniforms	33	0.00	0	0.00	33	0	0.00	33
0	0.00	0	0.00	0	8	0.11	-8	Total Operating- Beverage	6,866	17.57	2,270	3.02	4,596	2,316	3.21	4,550
2,825	120.86	3,450	53.33	-625	3,813	57.14	-988	Total Beverage Costs	32,844	84.06	41,424	55.14	-8,580	37,920	52.48	-5,076
-488	-20.86	3,019	46.67	-3,507	2,860	42.86	-3,348	Net Income- Beverage	6,229	15.94	33,696	44.86	-27,467	34,336	47.52	-28,107

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
349	1.00	0	0.00	349	1,714	1.00	-1,365	Restaurant Dinner Covers	6,560	1.00	0	0.00	6,560	15,764	1.00	-9,204
349	1.00	0	0.00	349	1,714	1.00	-1,365	Total Food Covers	6,560	1.00	0	0.00	6,560	15,764	1.00	-9,204

12/14/2020 at 1:03:25 PM

Page 10 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
7	0.00	55	0.00	-48	-38	0.00	45	Long Distance	240	0.00	639	0.00	-399	387	0.00	-147
44	0.00	110	0.00	-67	45	0.00	-1	Internet Access Fees	865	0.00	1,279	0.00	-413	1,194	0.00	-329
50	0.00	165	0.00	-115	6	0.00	44	Total Phone Revenues	1,105	0.00	1,918	0.00	-812	1,581	0.00	-476
COS- Communication																
770	0.72	640	0.23	130	735	0.28	35	COS-Local	8,227	0.52	7,040	0.20	1,187	7,591	0.23	636
0	0.00	20	36.32	-20	0	0.00	0	COS-Long Distance	94	39.09	220	34.41	-126	-246	-63.39	339
1,153	2,651.56	1,278	1,160.55	-125	1,279	2,871.49	-126	COS-HSIA ISP	14,893	1,721.32	14,058	1,099.45	835	15,403	1,289.99	-511
1,923	0.00	1,938	0.00	-15	2,014	0.00	-91	Total COS- Comm	23,214	0.00	21,318	0.00	1,896	22,748	0.00	465
-1,873	0.00	-1,773	0.00	-100	-2,008	0.00	135	Gross Margin- Comm	-22,108	0.00	-19,400	0.00	-2,708	-21,167	0.00	-941
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	2,130	0.00	1,100	0.00	1,030	1,240	0.00	890
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	500	0.00	0	0.00	500	0	0.00	500
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	2,630	0.00	1,100	0.00	1,530	1,240	0.00	1,390
1,973	0.00	1,873	0.00	100	2,108	0.00	-135	N.I.- Comm Dept	24,738	0.00	20,500	0.00	4,238	22,407	0.00	2,331

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	138	2.21	-138	25	0.63	-25	Laundry/Valet	157	0.44	1,598	2.21	-1,441	1,147	1.76	-990
0	0.00	0	0.00	0	0	0.00	0	Parking Income	0	0.00	0	0.00	0	75	0.12	-75
0	0.00	50	0.80	-50	89	2.25	-89	Vending	728	2.02	550	0.76	178	323	0.50	405
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	3,753	10.43	0	0.00	3,753	0	0.00	3,753
0	0.00	0	0.00	0	-89	-2.25	89	Miscellaneous	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,891	46.42	-2,891	1,345	33.98	-1,345	Late Cancellation Income	6,479	18.01	33,564	46.49	-27,085	31,439	48.27	-24,960
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	1,200	3.34	0	0.00	1,200	300	0.46	900
0	0.00	120	1.93	-120	163	4.13	-163	Tax Discounts Earned	552	1.53	1,320	1.83	-768	1,034	1.59	-482
1,242	100.00	3,028	48.63	-1,786	0	0.00	1,242	Market Sales	23,107	64.23	35,163	48.70	-12,056	0	0.00	23,107
0	0.00	0	0.00	0	0	0.00	0	Market Sales- Beer/Wine	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	2,424	61.26	-2,424	Pavillion Pantry	0	0.00	0	0.00	0	30,812	47.31	-30,812
1,242	100.00	6,227	100.00	-4,984	3,957	100.00	-2,715	Total Miscellaneous Revenues	35,976	100.00	72,195	100.00	-36,220	65,130	100.00	-29,155
COSales- Miscellaneous																
0	0.00	124	90.00	-124	25	100.00	-25	COS-Laundry/Valet	157	100.00	1,439	90.00	-1,281	1,070	93.31	-913
778	62.59	1,514	50.00	-737	0	0.00	778	COS- Market	12,774	55.28	17,581	50.00	-4,807	0	0.00	12,774
0	0.00	0	0.00	0	749	18.93	-749	COGS- Pavillion Pantry	0	0.00	0	0.00	0	17,648	27.10	-17,648
778	62.59	1,638	26.31	-860	774	19.56	4	Total COS- Miscellaneous	12,931	35.94	19,020	26.34	-6,089	18,719	28.74	-5,787
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
465	37.41	4,589	73.69	-4,124	3,183	80.44	-2,718	Total Miscellaneous Profit	23,044	64.06	53,175	73.66	-30,131	46,412	71.26	-23,367

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,184	4.86	6,508	2.37	-1,324	6,593	2.48	-1,409	General Manager	67,245	4.22	72,673	2.11	-5,428	71,991	2.21	-4,746
2,819	2.65	3,488	1.27	-669	3,132	1.18	-313	Assistant General Manager	33,146	2.08	38,849	1.13	-5,703	30,742	0.94	2,404
757	0.71	890	0.32	-134	1,044	0.39	-287	Payroll Taxes	8,559	0.54	8,784	0.25	-224	8,671	0.27	-112
59	0.06	284	0.10	-225	77	0.03	-18	Employee Benefits	1,026	0.06	3,124	0.09	-2,098	1,506	0.05	-481
1,798	1.69	0	0.00	1,798	0	0.00	1,798	Vacation /PTO	14,576	0.91	0	0.00	14,576	8,198	0.25	6,378
463	0.43	0	0.00	463	454	0.17	9	Holiday	2,706	0.17	0	0.00	2,706	2,262	0.07	444
0	0.00	2,200	0.80	-2,200	2,050	0.77	-2,050	Bonus/Incentive Pay	6,359	0.40	8,800	0.26	-2,441	3,239	0.10	3,121
11,079	10.40	13,370	4.87	-2,291	13,350	5.02	-2,271	Total P/R & R/B- A&G	133,617	8.38	132,230	3.84	1,387	126,609	3.89	7,008
Operating Expenses- A&G																
88	0.08	300	0.11	-212	630	0.24	-542	Employee Relations	964	0.06	4,650	0.13	-3,686	4,806	0.15	-3,842
2,000	1.88	2,000	0.73	0	2,000	0.75	0	Accounting Fees	22,000	1.38	22,000	0.64	0	22,000	0.68	0
1,006	0.94	872	0.32	134	722	0.27	284	Data Processing	9,920	0.62	12,209	0.35	-2,289	10,954	0.34	-1,034
155	0.15	385	0.14	-231	480	0.18	-325	Office Supplies	3,308	0.21	4,475	0.13	-1,167	5,056	0.16	-1,747
89	0.08	89	0.03	0	89	0.03	0	Muzak	1,047	0.07	979	0.03	68	1,854	0.06	-806
0	0.00	200	0.07	-200	0	0.00	0	Travel & Lodging	612	0.04	4,700	0.14	-4,088	7,241	0.22	-6,629
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	369	0.01	-369
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	188	0.01	825	0.02	-637	750	0.02	-562
0	0.00	0	0.00	0	-3,518	-1.32	3,518	Licenses and Permits	2,216	0.14	2,865	0.08	-649	1,700	0.05	516
43	0.04	170	0.06	-127	49	0.02	-6	Postage	638	0.04	1,870	0.05	-1,232	1,654	0.05	-1,016
0	0.00	110	0.04	-110	0	0.00	0	Recruitment	836	0.05	1,960	0.06	-1,124	1,277	0.04	-441
0	0.00	184	0.07	-184	167	0.06	-167	Employment Screening/ Drug Testing	1,135	0.07	2,024	0.06	-889	1,969	0.06	-834
28	0.03	0	0.00	28	50	0.02	-22	Training	437	0.03	2,500	0.07	-2,063	1,613	0.05	-1,176
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	1,056	0.07	0	0.00	1,056	0	0.00	1,056
144	0.14	160	0.06	-16	160	0.06	-16	Dues/Subscriptions	2,400	0.15	2,800	0.08	-400	2,796	0.09	-397
2,685	2.52	7,616	2.77	-4,931	4,818	1.81	-2,133	Credit Card Commissions	32,403	2.03	95,509	2.77	-63,106	87,930	2.70	-55,527
7	0.01	0	0.00	7	-427	-0.16	434	Cash Over/Short	1,340	0.08	0	0.00	1,340	9,444	0.29	-8,104
488	0.46	245	0.09	243	372	0.14	116	Equipment Rental	2,773	0.17	2,695	0.08	78	2,335	0.07	437
585	0.55	585	0.21	0	559	0.21	26	Payroll Services	6,175	0.39	7,839	0.23	-1,664	8,672	0.27	-2,497
930	0.87	1,550	0.56	-620	1,551	0.58	-621	Bank Charges	13,793	0.87	17,050	0.49	-3,257	17,846	0.55	-4,053
0	0.00	0	0.00	0	1,206	0.45	-1,206	Chargebacks	4,900	0.31	0	0.00	4,900	12,478	0.38	-7,577
975	0.91	1,427	0.52	-452	1,362	0.51	-387	Workers Comp Insurance	11,572	0.73	17,123	0.50	-5,551	14,954	0.46	-3,382
9,224	8.66	15,968	5.81	-6,745	10,345	3.89	-1,122	Total Operating- A&G	119,712	7.51	204,073	5.92	-84,361	217,697	6.69	-97,986
20,303	19.05	29,339	10.68	-9,036	23,696	8.91	-3,393	Total Expenses- A&G	253,329	15.89	336,302	9.76	-82,974	344,306	10.58	-90,978

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
4,554	4.27	4,797	1.75	-243	1,800	0.68	2,754	Director of Sales	52,818	3.31	52,717	1.53	101	44,403	1.36	8,415
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	80	0.01	0	0.00	80	175	0.01	-95
374	0.35	943	0.34	-569	689	0.26	-315	Revenue Management	5,335	0.33	10,376	0.30	-5,041	8,122	0.25	-2,787
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.03	1,893	0.05	-1,377	0	0.00	516
0	0.00	2,570	0.94	-2,570	757	0.28	-757	Sales Coordinator	968	0.06	28,694	0.83	-27,726	16,424	0.50	-15,456
386	0.36	335	0.12	51	-15	-0.01	401	Payroll Taxes	4,192	0.26	3,175	0.09	1,016	5,201	0.16	-1,009
2,041	1.92	666	0.24	1,375	35	0.01	2,006	Employee Benefits	5,602	0.35	7,326	0.21	-1,724	6,057	0.19	-455
286	0.27	0	0.00	286	0	0.00	286	Vacation / PTO	4,026	0.25	0	0.00	4,026	3,487	0.11	539
250	0.23	0	0.00	250	104	0.04	146	Holiday	1,200	0.08	0	0.00	1,200	1,320	0.04	-120
0	0.00	1,100	0.40	-1,100	1,365	0.51	-1,365	Bonus/Incentive Pay	204	0.01	4,400	0.13	-4,196	2,274	0.07	-2,070
7,891	7.40	10,583	3.85	-2,693	4,735	1.78	3,156	Total P/R & R/B- Sales	74,941	4.70	108,582	3.15	-33,640	87,462	2.69	-12,521
Operating Expenses- Sales																
0	0.00	250	0.09	-250	0	0.00	0	Printing & Stationary	0	0.00	550	0.02	-550	453	0.01	-453
0	0.00	30	0.01	-30	429	0.16	-429	Office Supplies	260	0.02	470	0.01	-210	1,420	0.04	-1,161
0	0.00	50	0.02	-50	5	0.00	-5	Travel & Lodging	17	0.00	4,450	0.13	-4,433	1,831	0.06	-1,814
0	0.00	300	0.11	-300	0	0.00	0	Meals & Entertainment	0	0.00	1,850	0.05	-1,850	281	0.01	-281
93	0.09	50	0.02	43	0	0.00	93	Promotions	1,332	0.08	550	0.02	782	627	0.02	705
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	550	0.02	-450	450	0.01	-350
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	1,037	0.07	0	0.00	1,037	150	0.00	887
0	0.00	3,380	1.23	-3,380	3,747	1.41	-3,747	Dues & Subscriptions	3,522	0.22	9,194	0.27	-5,672	6,993	0.21	-3,471
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	61	0.00	-61
0	0.00	100	0.04	-100	200	0.08	-200	e Commerce Costs	0	0.00	1,100	0.03	-1,100	4,830	0.15	-4,830
454	0.43	812	0.30	-358	2,321	0.87	-1,867	Brand Paid Search	4,587	0.29	9,592	0.28	-5,005	9,141	0.28	-4,554
0	0.00	100	0.04	-100	0	0.00	0	Internet Advertising	0	0.00	1,100	0.03	-1,100	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	101	0.00	-101
547	0.51	5,122	1.86	-4,575	6,710	2.52	-6,163	Total Operating- Sales	10,856	0.68	30,131	0.87	-19,275	26,339	0.81	-15,483
8,438	7.92	15,706	5.72	-7,268	11,445	4.30	-3,007	Total Expenses-Sales	85,798	5.38	138,713	4.03	-52,915	113,802	3.50	-28,004

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	3,810	1.38	-3,810	3,300	1.19	-3,300	Chief Engineer	9,791	0.58	42,207	1.32	-32,416	34,563	1.18	-24,772
2,310	1.75	4,148	1.51	-1,838	2,816	1.02	-506	General Maintenance	24,961	1.47	46,324	1.45	-21,363	34,383	1.17	-9,422
173	0.13	645	0.23	-471	500	0.18	-327	Payroll Taxes	2,978	0.18	7,171	0.22	-4,193	5,869	0.20	-2,890
52	0.04	269	0.10	-217	0	0.00	52	Employee Benefits	1,959	0.12	2,959	0.09	-1,000	515	0.02	1,445
104	0.08	0	0.00	104	273	0.10	-169	Holiday	585	0.03	0	0.00	585	967	0.03	-382
111	0.08	0	0.00	111	0	0.00	111	Vacation /PTO	2,805	0.17	0	0.00	2,805	2,153	0.07	652
2,750	2.08	8,872	3.22	-6,122	6,888	2.49	-4,139	Total P/R & Related Expenses- Maintenance	43,079	2.54	98,661	3.09	-55,582	78,450	2.68	-35,370
Operating Expenses- R & M																
434	0.33	1,000	0.36	-566	1,621	0.59	-1,187	Auto Expense	5,906	0.35	11,000	0.34	-5,094	7,285	0.25	-1,379
1,888	1.43	138	0.05	1,750	0	0.00	1,888	Laundry Equipment	1,911	0.11	1,598	0.05	313	631	0.02	1,281
0	0.00	300	0.11	-300	91	0.03	-91	Building Maintenance	244	0.01	3,300	0.10	-3,056	4,489	0.15	-4,245
0	0.00	0	0.00	0	302	0.11	-302	Office Equipment	0	0.00	0	0.00	0	321	0.01	-321
294	0.22	138	0.05	157	38	0.01	256	Light Bulbs	2,221	0.13	1,598	0.05	623	2,139	0.07	82
353	0.27	385	0.14	-33	115	0.04	237	Electrical & Mechanical	967	0.06	4,475	0.14	-3,508	3,852	0.13	-2,885
0	0.00	413	0.15	-413	1,320	0.48	-1,320	HVAC	2,025	0.12	4,795	0.15	-2,770	8,156	0.28	-6,131
1,198	0.91	385	0.14	813	1,098	0.40	100	Plumbing & Boiler	3,905	0.23	4,475	0.14	-570	4,900	0.17	-995
348	0.26	595	0.22	-247	15	0.01	333	Pool	4,216	0.25	6,545	0.20	-2,329	5,827	0.20	-1,612
1,225	0.93	1,455	0.53	-230	3,462	1.25	-2,237	Grounds & Landscaping	15,042	0.89	16,005	0.50	-963	19,502	0.67	-4,460
365	0.28	360	0.13	5	355	0.13	11	Interior Plants	3,287	0.19	3,960	0.12	-673	3,551	0.12	-264
0	0.00	0	0.00	0	18	0.01	-18	Signage	0	0.00	0	0.00	0	1,507	0.05	-1,507
0	0.00	100	0.04	-100	106	0.04	-106	Furniture & Fixtures	2,014	0.12	1,100	0.03	914	2,110	0.07	-95
0	0.00	275	0.10	-275	0	0.00	0	Painting	1,168	0.07	3,197	0.10	-2,029	3,714	0.13	-2,546
0	0.00	100	0.04	-100	290	0.11	-290	Carpet & Floor	5,119	0.30	7,300	0.23	-2,181	5,378	0.18	-259
57	0.04	0	0.00	57	0	0.00	57	Window Treatments	85	0.00	0	0.00	85	9	0.00	76
0	0.00	0	0.00	0	136	0.05	-136	Training	125	0.01	0	0.00	125	136	0.00	-11
0	0.00	50	0.02	-50	8	0.00	-8	Telephone	0	0.00	550	0.02	-550	41	0.00	-41
604	0.46	385	0.14	218	96	0.03	507	Kitchen Equipment	2,826	0.17	4,475	0.14	-1,649	4,838	0.16	-2,012
0	0.00	120	0.04	-120	71	0.03	-71	Locks & Keys	358	0.02	1,320	0.04	-962	888	0.03	-531
0	0.00	100	0.04	-100	60	0.02	-60	Radio & TV	180	0.01	1,100	0.03	-920	3,348	0.11	-3,168
81	0.06	225	0.08	-144	275	0.10	-194	Exterminating	3,233	0.19	2,475	0.08	758	3,365	0.11	-133
40	0.03	0	0.00	40	0	0.00	40	License & Permits	240	0.01	0	0.00	240	0	0.00	240
305	0.23	305	0.11	0	305	0.11	0	Maintenance Contracts	3,355	0.20	3,355	0.10	0	3,050	0.10	305
0	0.00	0	0.00	0	123	0.04	-123	Equipment Rental	2,500	0.15	0	0.00	2,500	1,501	0.05	999
40	0.03	100	0.04	-60	365	0.13	-325	Fire & Safety	4,923	0.29	4,600	0.14	323	7,272	0.25	-2,348
0	0.00	0	0.00	0	674	0.24	-674	Elevator	4,056	0.24	3,231	0.10	825	3,904	0.13	153
7,231	5.47	6,930	2.52	302	10,943	3.96	-3,712	Total Operating - R & M	69,905	4.12	90,455	2.83	-20,550	101,712	3.47	-31,807

9,981	7.55	15,801	5.74	-5,820	17,832	6.46	-7,851	Total Expenses- R & M	112,985	6.66	189,116	5.92	-76,131	180,162	6.14	-67,177
12/14/2020 at 1:03:25 PM																
Page 16 of 22																

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,168	4.67	7,371	2.68	-1,203	6,236	2.26	-68	Electricity	83,147	4.90	95,196	2.98	-12,049	94,042	3.21	-10,895
733	0.55	1,080	0.39	-347	487	0.18	246	Gas	5,911	0.35	7,451	0.23	-1,540	6,559	0.22	-648
6,148	4.65	3,676	1.34	2,472	3,871	1.40	2,276	Water & Sewer	40,150	2.37	48,911	1.53	-8,761	43,266	1.48	-3,116
446	0.34	590	0.21	-144	922	0.33	-476	Waste Removal	5,471	0.32	6,490	0.20	-1,019	6,946	0.24	-1,475
13,494	10.21	12,717	4.62	777	11,515	4.17	1,979	Total Expenses- Utilities	134,679	7.94	158,048	4.94	-23,369	150,813	5.14	-16,134

12/14/2020 at 1:03:25 PM

Page 17 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,209	5.51	13,308	5.57	-8,099	13,101	5.60	-7,892	Franchise Fees/ Royalties	78,213	5.59	168,034	5.56	-89,821	160,604	5.62	-82,390
-844	-0.89	10,404	4.35	-11,248	10,243	4.38	-11,087	Advertising	61,480	4.39	131,372	4.35	-69,892	125,345	4.38	-63,865
2,645	2.80	10,104	4.23	-7,459	6,279	2.69	-3,634	Frequent Traveler	42,564	3.04	117,315	3.88	-74,751	99,790	3.49	-57,226
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	694	0.05	0	0.00	694	1,821	0.06	-1,127
7,010	7.42	33,816	14.14	-26,806	29,623	12.67	-22,613	Total Franchise Fees Expense	182,952	13.07	416,721	13.79	-233,769	387,560	13.55	-204,608

12/14/2020 at 1:03:25 PM

Page 18 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,663	2.50	6,874	2.50	-4,211	6,651	2.50	-3,988	Management Fees	39,857	2.50	86,199	2.50	-46,342	81,373	2.50	-41,516
4,237	3.98	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,241	0.96	0	0.00	15,241	0	0.00	15,241
6,900	6.47	6,874	2.50	26	6,651	2.50	249	Total Management Fees Expense	55,098	3.46	86,199	2.50	-31,102	81,373	2.50	-26,275

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
27,251	25.57	27,251	9.92	0	26,625	10.01	626	Ground Lease	297,884	18.68	297,258	8.63	626	291,044	8.95	6,840
12,359	11.60	10,998	4.00	1,361	12,359	4.65	0	FF & E Reserve	135,946	8.53	137,919	4.00	-1,972	109,899	3.38	26,047
1,245	1.17	1,230	0.45	15	2,188	0.82	-942	Van Lease	13,699	0.86	13,530	0.39	169	748	0.02	12,951
19,531	18.33	19,531	7.11	0	18,978	7.13	553	Real Estate Tax	214,842	13.48	214,842	6.23	0	204,266	6.28	10,576
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	57	0.00	0	0.00	57	122	0.00	-65
5,550	5.21	5,291	1.93	259	5,052	1.90	498	Insurance	59,394	3.73	58,101	1.69	1,293	55,298	1.70	4,097
65,937	61.88	64,301	23.40	1,636	65,202	24.51	735	TOTAL FIXED EXPENSES	721,823	45.28	721,649	20.94	173	661,377	20.33	60,446

12/14/2020 at 1:03:25 PM

Page 20 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	14,697	5.52	-14,697	Owners Expense	13,033	0.82	0	0.00	13,033	95,973	2.95	-82,940
44,534	41.79	0	0.00	44,534	44,534	16.74	0	Depreciation	489,874	30.73	0	0.00	489,874	489,874	15.06	0
2,184	2.05	0	0.00	2,184	2,184	0.82	0	Amortization Expense	24,024	1.51	0	0.00	24,024	24,024	0.74	0
22,775	21.37	22,555	8.21	220	22,416	8.43	359	Interest Expense	249,928	15.68	250,118	7.26	-190	249,887	7.68	41
0	0.00	2,749	1.00	-2,749	2,660	1.00	-2,660	Asset Management Fee	5,727	0.36	34,480	1.00	-28,753	32,547	1.00	-26,820
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	0	0.00	0	0.00	0	7,404	0.23	-7,404
0	0.00	0	0.00	0	5,053	1.90	-5,053	Extraordinary Expenses	3,219	0.20	0	0.00	3,219	24,988	0.77	-21,769
69,493	65.22	25,304	9.21	44,189	91,544	34.41	-22,051	Total Other	785,805	49.29	284,598	8.26	501,207	924,697	28.42	-138,892

12/14/2020 at 1:03:25 PM

Page 21 of 22

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,760		2,760		0	2,760		0	Total Rooms Available	30,820		30,820		0	30,728		92
1,439		1,937		-498	1,883		-444	Total Rooms Sold	15,492		23,004		-7,512	22,592		-7,100
52.14%		70.18%		-18.04%	68.22%		-16.09%	Occupancy %	50.27%		74.64%		-24.37%	73.52%		-23.26%
82.11		117.52		-35.41	114.44		-32.33	Average Rate	97.02		125.47		-28.45	122.99		-25.96
42.81		82.48		-39.67	78.07		-35.26	REVPAR	48.77		93.65		-44.88	90.42		-41.65
REVENUES																
118,156	98.95	227,642	98.98	-109,486	215,482	98.74	-97,326	ROOMS	1,503,068	98.88	2,886,422	98.90	-1,383,354	2,778,526	99.02	-1,275,458
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,259	1.05	2,341	1.02	-1,082	2,755	1.26	-1,495	MISCELLANEOUS	16,968	1.12	32,063	1.10	-15,095	27,640	0.98	-10,672
119,415	100.00	229,983	100.00	-110,569	218,236	100.00	-98,821	TOTAL REVENUES	1,520,036	100.00	2,918,485	100.00	-1,398,449	2,806,166	100.00	-1,286,130
DEPARTMENT EXPENSES																
35,729	30.24	52,466	23.05	-16,736	50,537	23.45	-14,808	ROOMS EXPENSE	327,707	21.80	616,380	21.35	-288,673	572,264	20.60	-244,557
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
434	34.46	703	30.03	-269	1,172	42.56	-738	MISCELLANEOUS EXPENSE	4,413	26.01	8,350	26.04	-3,937	10,775	38.98	-6,362
36,163	30.28	53,169	23.12	-17,006	51,709	23.69	-15,546	TOTAL DEPARTMENTAL EXPENSES	332,120	21.85	624,731	21.41	-292,611	583,039	20.78	-250,919
DEPARTMENTAL PROFIT																
82,426	69.76	175,176	76.95	-92,750	164,945	76.55	-82,518	ROOMS PROFIT	1,175,362	78.20	2,270,042	78.65	-1,094,680	2,206,263	79.40	-1,030,901
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
825	65.54	1,638	69.97	-813	1,582	57.44	-757	MISCELLANEOUS PROFIT	12,555	73.99	23,713	73.96	-11,158	16,865	61.02	-4,310
83,252	69.72	176,815	76.88	-93,563	166,527	76.31	-83,275	TOTAL DEPARTMENTAL PROFIT	1,187,916	78.15	2,293,754	78.59	-1,105,838	2,223,127	79.22	-1,035,211
26,115	21.87	27,747	12.06	-1,631	25,361	11.62	754	A & G EXPENSE	226,960	14.93	315,745	10.82	-88,785	320,726	11.43	-93,765
4,149	3.47	3,085	1.34	1,064	3,155	1.45	994	TELECOM	39,904	2.63	33,935	1.16	5,969	36,132	1.29	3,772
6,615	5.54	9,971	4.34	-3,356	8,819	4.04	-2,203	SALES & MARKETING EXPENSES	76,089	5.01	115,188	3.95	-39,099	85,323	3.04	-9,234
11,946	10.00	25,164	10.94	-13,217	23,042	10.56	-11,096	FRANCHISE FEES	168,611	11.09	315,285	10.80	-146,673	310,768	11.07	-142,157
2,555	2.14	11,867	5.16	-9,312	10,218	4.68	-7,662	MAINTENANCE EXPENSES	70,224	4.62	127,376	4.36	-57,152	123,321	4.39	-53,096
5,166	4.33	6,505	2.83	-1,339	6,161	2.82	-995	UTILITIES EXPENSE	66,955	4.40	79,685	2.73	-12,730	81,885	2.92	-14,930
56,548	47.35	84,339	36.67	-27,791	76,756	35.17	-20,208	TOTAL ADMIN EXPENSES	648,743	42.68	987,214	33.83	-338,470	958,154	34.14	-309,411
26,704	22.36	92,476	40.21	-65,772	89,771	41.13	-63,067	HOUSE PROFIT	539,173	35.47	1,306,541	44.77	-767,368	1,264,973	45.08	-725,800

FIXED EXPENSES																
7,221	6.05	5,752	2.50	1,469	5,456	2.50	1,765	MANAGEMENT FEES	53,215	3.50	72,994	2.50	-19,779	70,157	2.50	-16,942
68,332	57.22	64,345	27.98	3,987	61,988	28.40	6,343	FIXED EXPENSES	748,150	49.22	718,548	24.62	29,602	708,158	25.24	39,992
-48,849	-40.91	22,378	9.73	-71,228	22,327	10.23	-71,176	NET OPERATING INCOME	-262,193	-17.25	514,999	17.65	-777,191	486,658	17.34	-748,850
84,335	70.62	27,766	12.07	56,569	97,292	44.58	-12,957	Other	991,118	65.20	311,586	10.68	679,532	994,291	35.43	-3,173
-133,184	-111.53	-5,388	-2.34	-127,797	-74,965	-34.35	-58,219	N.I. after Other	-1,253,311	-82.45	203,412	6.97	-1,456,723	-507,634	-18.09	-745,677
-74,314		-5,388		-68,927	-16,095		-58,219	Cash before Depreciation/Amortization	-605,741		203,412		-809,153	139,936		-745,677

12/14/2020 at 11:15:21 AM

Page 1 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
35,717	30.23	82,034	36.04	-46,317	111,280	51.64	-75,564	Rack/ Premium	669,787	44.56	1,008,621	34.94	-338,834	946,457	34.06	-276,670
13,503	11.43	27,661	12.15	-14,158	22,677	10.52	-9,173	Corporate	188,708	12.55	491,384	17.02	-302,676	439,236	15.81	-250,528
58,722	49.70	75,932	33.36	-17,211	43,869	20.36	14,853	Discounts - Other	435,635	28.98	511,587	17.72	-75,952	490,921	17.67	-55,285
9,895	8.37	7,671	3.37	2,224	33,580	15.58	-23,685	Government	185,019	12.31	294,395	10.20	-109,376	588,846	21.19	-403,827
102	0.09	18,751	8.24	-18,649	3,875	1.80	-3,773	Locally Negotiated Rate	18,628	1.24	306,209	10.61	-287,581	86,740	3.12	-68,112
0	0.00	0	0.00	0	-129	-0.06	129	Allowances	-1,691	-0.11	0	0.00	-1,691	-912	-0.03	-779
117,938	99.82	212,049	93.15	-94,110	215,152	99.85	-97,213	Total Transient Revenue	1,496,087	99.54	2,612,196	90.50	-1,116,109	2,551,288	91.82	-1,055,201
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	15,593	6.85	-15,593	0	0.00	0	Group- Corporate	1,984	0.13	274,226	9.50	-272,242	219,871	7.91	-217,887
0	0.00	15,593	6.85	-15,593	0	0.00	0	Total Group Revenue	1,984	0.13	274,226	9.50	-272,242	219,871	7.91	-217,887
217	0.18	0	0.00	217	330	0.15	-113	Guaranteed No-Show	4,997	0.33	0	0.00	4,997	7,368	0.27	-2,370
118,156	100.00	227,642	100.00	-109,486	215,482	100.00	-97,326	Total Rooms Revenue	1,503,068	100.00	2,886,422	100.00	-1,383,354	2,778,526	100.00	-1,275,458
ROOM STATISTICS																
414	29	678	35	-264	936	50	-522	Rack/ Premium Rooms	6,426	41	7,279	32	-853	7,152	32	-726
157	11	232	12	-75	191	10	-34	Corporate Rooms	1,832	12	3,917	17	-2,085	3,567	16	-1,735
776	54	678	35	98	443	24	333	Discounts - Other Rooms	5,530	36	4,764	21	766	4,730	21	800
91	6	58	3	33	278	15	-187	Government Rooms	1,517	10	2,338	10	-821	4,662	21	-3,145
1	0	155	8	-154	35	2	-34	Locally Negotiated Corporate Rooms	171	1	2,447	11	-2,276	729	3	-558
1,439	100	1,801	93	-362	1,883	100	-444	Total Transient Stats	15,476	100	20,746	90	-5,270	20,840	92	-5,364
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	136	7	-136	0	0	0	Group- Corporate Rooms	16	0	2,258	10	-2,242	1,752	8	-1,736
0	0	136	7	-136	0	0	0	Total Group Stats	16	0	2,258	10	-2,242	1,752	8	-1,736
1,439	100	1,937	100	-498	1,883	100	-444	TOTAL ROOM STATISTICS	15,492	100	23,004	100	-7,512	22,592	100	-7,100
Other Room Stats																

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
86.27		121.00		-34.73	118.89		-32.62	Rack/Premium ADR	104.23		138.56		-34.33	132.33		-28.10
86.01		119.00		-32.99	118.73		-32.72	Corporate ADR	103.01		125.44		-22.43	123.14		-20.13
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
75.67		112.00		-36.33	99.03		-23.35	Discount ADR	78.78		107.39		-28.61	103.79		-25.01
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
108.74		132.00		-23.26	120.79		-12.05	Government ADR	121.96		125.90		-3.94	126.31		-4.34
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
101.71		121.00		-19.29	110.71		-9.00	Local Negotiated ADR	108.94		125.14		-16.20	118.98		-10.05
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
81.96		117.71		-35.75	114.26		-32.30	Total Transient ADR	96.67		125.91		-29.24	122.42		-25.75
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		115.00		-115.00	0.00		0.00	Group - Corporate ADR	124.00		121.44		2.56	125.50		-1.50
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		115.00		-115.00	0.00		0.00	Total Group ADR	124.00		121.44		2.56	125.50		-1.50

12/14/2020 at 11:15:21 AM

Page 3 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
1,738	1.21	4,068	2.10	-2,330	4,488	2.38	-2,750	FD/ Guest Service Reps	19,593	1.26	48,309	2.10	-28,716	51,226	2.27	-31,633
2,226	1.55	0	0.00	2,226	0	0.00	2,226	FD/Supervisor	12,575	0.81	0	0.00	12,575	5,598	0.25	6,977
3,532	2.45	3,123	1.61	409	3,040	1.61	492	Executive Housekeeper	28,047	1.81	33,948	1.48	-5,901	32,769	1.45	-4,721
0	0.00	842	0.43	-842	1,179	0.63	-1,179	Asst Exec Housekeeper/ Inspectress	1,697	0.11	9,402	0.41	-7,705	8,449	0.37	-6,752
4,330	3.01	8,135	4.20	-3,805	6,953	3.69	-2,623	Housekeepers	42,991	2.78	96,616	4.20	-53,625	81,840	3.62	-38,849
420	0.29	1,356	0.70	-936	1,028	0.55	-608	Housemen	2,927	0.19	16,104	0.70	-13,177	5,419	0.24	-2,492
698	0.49	1,525	0.79	-827	1,570	0.83	-872	Laundry	6,443	0.42	18,116	0.79	-11,673	17,492	0.77	-11,049
0	0.00	2,310	1.19	-2,310	2,544	1.35	-2,544	Comp Breakfast Hostess	5,655	0.37	25,795	1.12	-20,140	26,454	1.17	-20,798
0	0.00	1,158	0.60	-1,158	1,109	0.59	-1,109	Evening Social Host	2,555	0.16	12,927	0.56	-10,372	10,879	0.48	-8,324
3,193	2.22	3,293	1.70	-100	3,398	1.80	-205	Night Audit	33,047	2.13	36,773	1.60	-3,726	31,949	1.41	1,098
1,303	0.91	2,135	1.10	-832	1,947	1.03	-643	Payroll Taxes	13,531	0.87	24,192	1.05	-10,661	22,609	1.00	-9,077
4,473	3.11	1,633	0.84	2,840	1,532	0.81	2,941	Employee Benefits	16,701	1.08	17,963	0.78	-1,262	18,995	0.84	-2,294
899	0.63	991	0.51	-92	424	0.22	476	Vacation /PTO	20,744	1.34	10,901	0.47	9,843	9,448	0.42	11,295
713	0.50	882	0.46	-169	1,266	0.67	-553	Holiday	3,582	0.23	4,410	0.19	-828	6,030	0.27	-2,448
-20	-0.01	0	0.00	-20	0	0.00	-20	Bonus/Incentive Pay	40	0.00	0	0.00	40	350	0.02	-310
23,507	16.34	31,451	16.24	-7,945	30,478	16.19	-6,972	Total P/R & R/Benefits- Rooms	210,129	13.56	355,456	15.45	-145,327	329,506	14.59	-119,377
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	136	0.07	-136	137	0.07	-137	Newspapers	285	0.02	1,610	0.07	-1,325	1,432	0.06	-1,147
1,367	0.95	6,780	3.50	-5,412	5,553	2.95	-4,186	Comp Breakfast	23,383	1.51	80,514	3.50	-57,131	79,443	3.52	-56,060
0	0.00	100	0.05	-100	140	0.07	-140	Comp Breakfast- Equipment	324	0.02	6,000	0.26	-5,676	184	0.01	140
0	0.00	275	0.14	-275	289	0.15	-289	Rooms- Promotion	1,073	0.07	3,025	0.13	-1,952	519	0.02	554
0	0.00	116	0.06	-116	427	0.23	-427	Kitchen Furnishings	-28	0.00	1,380	0.06	-1,409	1,805	0.08	-1,834
146	0.10	58	0.03	88	0	0.00	146	Laundry Supplies	636	0.04	690	0.03	-54	441	0.02	195
0	0.00	1,065	0.55	-1,065	591	0.31	-591	Linen Supplies	3,646	0.24	12,652	0.55	-9,006	11,639	0.52	-7,993
1,174	0.82	1,143	0.59	31	1,143	0.61	31	Cable TV	11,820	0.76	12,573	0.55	-753	12,514	0.55	-694
474	0.33	347	0.18	127	347	0.18	127	HSIA Support	3,746	0.24	3,817	0.17	-71	3,812	0.17	-65
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	6,000	0.26	-6,000	0	0.00	0
862	0.60	1,162	0.60	-300	1,749	0.93	-888	Reservations Expense	9,641	0.62	13,802	0.60	-4,162	12,804	0.57	-3,163
759	0.53	1,860	0.96	-1,101	1,732	0.92	-973	Guest Room Supplies	9,452	0.61	22,084	0.96	-12,632	21,341	0.94	-11,889
392	0.27	194	0.10	198	22	0.01	370	Cleaning Supplies	1,895	0.12	2,300	0.10	-405	1,923	0.09	-27
379	0.26	329	0.17	50	286	0.15	93	Ecolab Core Supplies	4,017	0.26	3,896	0.17	121	3,115	0.14	902
0	0.00	2,479	1.28	-2,479	2,342	1.24	-2,342	Evening Social- Food	5,788	0.37	29,445	1.28	-23,657	27,783	1.23	-21,995
0	0.00	387	0.20	-387	632	0.34	-632	Evening Social- Beverage	1,296	0.08	4,601	0.20	-3,305	5,429	0.24	-4,134
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	16	0.00	275	0.01	-259	42	0.00	-26
6,233	4.33	4,358	2.25	1,875	4,374	2.32	1,859	Travel Agents Commission	37,288	2.41	51,759	2.25	-14,471	55,948	2.48	-18,660
0	0.00	200	0.10	-200	167	0.09	-167	Uniforms	523	0.03	4,500	0.20	-3,977	1,415	0.06	-893
0	0.00	0	0.00	0	128	0.07	-128	Walk Expense	128	0.01	0	0.00	128	1,168	0.05	-1,040
438	0.30	0	0.00	438	0	0.00	438	COVID 19 Supplies	2,650	0.17	0	0.00	2,650	0	0.00	2,650
12,222	8.49	21,014	10.85	-8,792	20,059	10.65	-7,836	Total Operating - Rooms	117,578	7.59	260,924	11.34	-143,346	242,757	10.75	-125,179

35,729	24.83	52,466	27.09	-16,736	50,537	26.84	-14,808	Total Expenses- Rooms	327,707	21.15	616,380	26.79	-288,673	572,264	25.33	-244,557
82,426	57.28	175,176	90.44	-92,750	164,945	87.60	-82,518	Net Income- Rooms	1,175,362	75.87	2,270,042	98.68	-1,094,680	2,206,263	97.66	-1,030,901

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
 For Property: HomeWood Suites Houston Clear Lake
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:15:21 AM

Page 7 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:15:21 AM

Page 8 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:15:21 AM

Page 9 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
 For Property: HomeWood Suites Houston Clear Lake
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	9	0.00	-9	Local	13	0.00	0	0.00	13	29	0.00	-16
0	0.00	22	0.00	-22	63	0.00	-63	Long Distance	21	0.00	242	0.00	-221	228	0.00	-207
50	0.00	93	0.00	-44	30	0.00	20	Internet Access Fees	589	0.00	1,023	0.00	-434	926	0.00	-337
50	0.00	115	0.00	-66	102	0.00	-52	Total Phone Revenues	623	0.00	1,265	0.00	-642	1,182	0.00	-560
COS- Communication																
2,406	2.01	1,808	0.79	598	1,859	0.85	546	COS-Local	24,943	1.64	19,888	0.68	5,055	18,648	0.66	6,295
1,203	2,430.53	1,292	1,389.25	-89	1,298	4,369.06	-95	COS-HSIA ISP	13,627	2,313.45	14,212	1,389.25	-585	16,392	1,770.87	-2,765
3,609	0.00	3,100	0.00	509	3,157	0.00	452	Total COS- Comm	38,570	0.00	34,100	0.00	4,470	35,040	0.00	3,530
-3,559	0.00	-2,985	0.00	-574	-3,055	0.00	-504	Gross Margin- Comm	-37,947	0.00	-32,835	0.00	-5,112	-33,858	0.00	-4,090
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,050	0.00	1,100	0.00	-50	2,274	0.00	-1,224
490	0.00	0	0.00	490	0	0.00	490	Equipment Maintenance	907	0.00	0	0.00	907	0	0.00	907
590	0.00	100	0.00	490	100	0.00	490	Total Operating - Comm	1,957	0.00	1,100	0.00	857	2,274	0.00	-317
4,149	0.00	3,085	0.00	1,064	3,155	0.00	994	N.I.- Comm Dept	39,904	0.00	33,935	0.00	5,969	36,132	0.00	3,772

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	136	6.98	-136	697	31.63	-697	Laundry/Valet	1,830	12.98	1,610	7.11	220	3,517	16.71	-1,687
0	0.00	0	0.00	0	892	40.44	-892	Gift Shop Sales	0	0.00	0	0.00	0	11,786	55.99	-11,786
209	16.58	194	9.98	15	211	9.57	-2	Vending	1,216	8.62	2,300	10.15	-1,085	2,396	11.38	-1,181
0	0.00	0	0.00	0	75	3.40	-75	Pet Fees	325	2.31	0	0.00	325	125	0.59	200
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	22	0.10	-22
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	61	0.43	0	0.00	61	0	0.00	61
267	21.19	300	15.45	-33	0	0.00	267	Late Cancellation Income	2,501	17.74	3,300	14.56	-799	1,403	6.67	1,097
0	0.00	0	0.00	0	150	6.80	-150	Smoking Fee	525	3.72	0	0.00	525	150	0.71	375
0	0.00	150	7.73	-150	180	8.15	-180	Tax Discounts Earned	611	4.33	1,650	7.28	-1,039	1,651	7.84	-1,039
784	62.23	1,162	59.86	-379	0	0.00	784	Market Sales	7,029	49.86	13,802	60.90	-6,773	0	0.00	7,029
1,259	100.00	1,941	100.00	-682	2,205	100.00	-945	Total Miscellaneous Revenues	14,098	100.00	22,663	100.00	-8,565	21,050	100.00	-6,951
COSales- Miscellaneous																
0	0.00	122	90.00	-122	630	90.34	-630	COS-Laundry/Valet	1,636	89.38	1,449	90.00	186	3,353	95.36	-1,718
33	0.00	0	0.00	33	542	60.83	-510	COS-Gift Shop	33	0.00	0	0.00	33	7,422	62.97	-7,389
401	51.19	581	50.00	-180	0	0.00	401	COS- Market	2,745	39.04	6,901	50.00	-4,157	0	0.00	2,745
434	34.46	703	36.22	-269	1,172	53.18	-738	Total COS- Miscellaneous	4,413	31.30	8,350	36.85	-3,937	10,775	51.19	-6,362
0	0.00	400	100.00	-400	550	100.00	-550	Banquet Room Rental	2,869	100.00	9,400	100.00	-6,531	6,590	100.00	-3,721
0	0.00	400	100.00	-400	550	100.00	-550	Total Meeting Room Revenues	2,869	100.00	9,400	100.00	-6,531	6,590	100.00	-3,721
Cost of Sales- Meeting Room																
825	65.54	1,638	84.39	-813	1,582	71.77	-757	Total Miscellaneous Profit	12,555	89.05	23,713	104.63	-11,158	16,865	80.12	-4,310

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
3,744	3.14	6,180	2.69	-2,436	6,017	2.76	-2,273	General Manager	33,051	2.17	67,546	2.31	-34,495	69,858	2.49	-36,807
3,319	2.78	3,664	1.59	-345	3,567	1.63	-248	Assistant General Manager	37,055	2.44	40,809	1.40	-3,754	39,075	1.39	-2,020
276	0.23	912	0.40	-636	710	0.33	-434	Payroll Taxes	5,128	0.34	8,958	0.31	-3,830	9,074	0.32	-3,946
485	0.41	1,155	0.50	-670	-19	-0.01	504	Employee Benefits	10,705	0.70	12,705	0.44	-2,000	9,691	0.35	1,014
171	0.14	0	0.00	171	0	0.00	171	Vacation /PTO	9,228	0.61	0	0.00	9,228	5,091	0.18	4,137
171	0.14	0	0.00	171	447	0.20	-276	Holiday	1,529	0.10	0	0.00	1,529	1,999	0.07	-470
0	0.00	1,997	0.87	-1,997	303	0.14	-303	Bonus/Incentive Pay	1,836	0.12	7,988	0.27	-6,152	6,872	0.24	-5,036
8,167	6.84	13,908	6.05	-5,740	11,025	5.05	-2,857	Total P/R & R/B- A&G	98,532	6.48	138,006	4.73	-39,474	141,660	5.05	-43,128
Operating Expenses- A&G																
32	0.03	300	0.13	-268	642	0.29	-611	Employee Relations	689	0.05	3,900	0.13	-3,211	5,361	0.19	-4,672
2,000	1.67	2,000	0.87	0	2,000	0.92	0	Accounting Fees	22,000	1.45	22,000	0.75	0	22,000	0.78	0
1,416	1.19	1,158	0.50	258	1,776	0.81	-360	Data Processing	15,457	1.02	13,930	0.48	1,527	14,669	0.52	788
624	0.52	100	0.04	524	681	0.31	-57	Office Supplies	1,994	0.13	2,500	0.09	-506	4,505	0.16	-2,511
152	0.13	95	0.04	57	95	0.04	57	Muzak	843	0.06	1,045	0.04	-202	1,045	0.04	-202
835	0.70	300	0.13	535	0	0.00	835	Travel & Lodging	3,655	0.24	6,500	0.22	-2,845	8,146	0.29	-4,491
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	191	0.01	-191
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	113	0.01	825	0.03	-712	600	0.02	-487
139	0.12	90	0.04	49	260	0.12	-121	Licenses and Permits	2,588	0.17	2,445	0.08	143	3,055	0.11	-467
0	0.00	39	0.02	-39	120	0.05	-120	Postage	282	0.02	460	0.02	-178	761	0.03	-479
0	0.00	50	0.02	-50	0	0.00	0	Recruitment	657	0.04	1,250	0.04	-593	973	0.03	-316
0	0.00	180	0.08	-180	167	0.08	-167	Employment Screening/ Drug Testing	1,001	0.07	1,980	0.07	-979	1,767	0.06	-766
0	0.00	0	0.00	0	0	0.00	0	Training	2,363	0.16	1,750	0.06	613	521	0.02	1,842
144	0.12	165	0.07	-21	-768	-0.35	912	Dues/Subscriptions	2,389	0.16	3,802	0.13	-1,413	2,796	0.10	-408
2,583	2.16	6,489	2.82	-3,906	6,466	2.96	-3,882	Credit Card Commissions	38,228	2.51	82,337	2.82	-44,109	79,893	2.85	-41,666
8,462	7.09	0	0.00	8,462	0	0.00	8,462	Cash Over/Short	13,227	0.87	0	0.00	13,227	-2,291	-0.08	15,518
0	0.00	156	0.07	-156	184	0.08	-184	Equipment Rental	1,633	0.11	1,716	0.06	-83	1,827	0.07	-194
281	0.24	350	0.15	-69	310	0.14	-29	Payroll Services	3,879	0.26	5,255	0.18	-1,376	5,500	0.20	-1,621
937	0.78	1,400	0.61	-463	1,442	0.66	-504	Bank Charges	12,117	0.80	15,400	0.53	-3,283	15,456	0.55	-3,339
-163	-0.14	0	0.00	-163	0	0.00	-163	Chargebacks	-834	-0.05	0	0.00	-834	2,026	0.07	-2,860
505	0.42	892	0.39	-387	887	0.41	-382	Workers Comp Insurance	6,151	0.40	10,644	0.36	-4,493	10,264	0.37	-4,113
17,948	15.03	13,839	6.02	4,109	14,336	6.57	3,612	Total Operating- A&G	128,428	8.45	177,739	6.09	-49,310	179,065	6.38	-50,637
26,115	21.87	27,747	12.06	-1,631	25,361	11.62	754	Total Expenses- A&G	226,960	14.93	315,745	10.82	-88,785	320,726	11.43	-93,765

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,723	3.12	5,079	2.21	-1,356	5,407	2.48	-1,684	Director of Sales	40,912	2.69	55,371	1.90	-14,459	35,018	1.25	5,894
0	0.00	0	0.00	0	115	0.05	-115	Sales Manager	65	0.00	0	0.00	65	165	0.01	-101
358	0.30	861	0.37	-502	768	0.35	-410	Revenue Management	5,110	0.34	9,467	0.32	-4,357	8,747	0.31	-3,637
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	1,893	0.06	-1,377	0	0.00	516
303	0.25	400	0.17	-96	471	0.22	-168	Payroll Taxes	3,196	0.21	4,009	0.14	-812	2,912	0.10	285
513	0.43	1,328	0.58	-815	0	0.00	513	Employee Benefits	4,357	0.29	14,608	0.50	-10,251	9,046	0.32	-4,689
42	0.04	0	0.00	42	0	0.00	42	Vacation / PTO	1,572	0.10	0	0.00	1,572	3,269	0.12	-1,697
192	0.16	0	0.00	192	0	0.00	192	Holiday	942	0.06	0	0.00	942	654	0.02	289
0	0.00	900	0.39	-900	100	0.05	-100	Bonus/Incentive Pay	196	0.01	3,600	0.12	-3,404	2,108	0.08	-1,912
5,132	4.30	8,739	3.80	-3,607	6,861	3.14	-1,728	Total P/R & R/B- Sales	56,867	3.74	88,949	3.05	-32,081	61,919	2.21	-5,052
Operating Expenses- Sales																
0	0.00	25	0.01	-25	0	0.00	0	Printing & Stationary	0	0.00	275	0.01	-275	121	0.00	-121
0	0.00	25	0.01	-25	105	0.05	-105	Office Supplies	18	0.00	275	0.01	-257	914	0.03	-896
0	0.00	50	0.02	-50	5	0.00	-5	Travel & Lodging	721	0.05	3,650	0.13	-2,929	2,108	0.08	-1,387
0	0.00	50	0.02	-50	0	0.00	0	Meals & Entertainment	0	0.00	550	0.02	-550	284	0.01	-284
0	0.00	100	0.04	-100	112	0.05	-112	Promotions	118	0.01	1,100	0.04	-982	2,553	0.09	-2,435
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	550	0.02	-550	300	0.01	-300
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	1,787	0.12	2,000	0.07	-213	250	0.01	1,537
250	0.21	0	0.00	250	798	0.37	-548	Dues & Subscriptions	9,933	0.65	6,120	0.21	3,813	5,928	0.21	4,004
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.09	-200	e Commerce Costs	0	0.00	0	0.00	0	2,673	0.10	-2,673
1,233	1.03	932	0.41	301	731	0.33	503	Brand Paid Search	6,644	0.44	10,994	0.38	-4,350	7,657	0.27	-1,013
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	0	0.00	0	500	0.02	-500
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	60	0.00	-60
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	25	0.00	-25
1,483	1.24	1,232	0.54	251	1,958	0.90	-475	Total Operating- Sales	19,221	1.26	26,239	0.90	-7,018	23,404	0.83	-4,183
6,615	5.54	9,971	4.34	-3,356	8,819	4.04	-2,203	Total Expenses-Sales	76,089	5.01	115,188	3.95	-39,099	85,323	3.04	-9,234

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
491	0.34	4,233	2.19	-3,742	4,279	2.27	-3,788	Chief Engineer	17,533	1.13	46,018	2.00	-28,485	44,172	1.96	-26,639
0	0.00	0	0.00	0	0	0.00	0	Asst Engineer	21	0.00	0	0.00	21	0	0.00	21
0	0.00	824	0.43	-824	0	0.00	0	General Maintenance	226	0.01	9,205	0.40	-8,979	0	0.00	226
31	0.02	384	0.20	-353	474	0.25	-443	Payroll Taxes	1,554	0.10	4,197	0.18	-2,643	3,559	0.16	-2,005
0	0.00	961	0.50	-961	993	0.53	-993	Employee Benefits	2,097	0.14	10,571	0.46	-8,474	10,347	0.46	-8,251
0	0.00	0	0.00	0	0	0.00	0	Holiday	0	0.00	0	0.00	0	745	0.03	-745
100	0.07	0	0.00	100	1,381	0.73	-1,281	Vacation /PTO	550	0.04	0	0.00	550	1,562	0.07	-1,012
622	0.43	6,402	3.31	-5,780	7,126	3.78	-6,504	Total P/R & Related Expenses- Maintenance	21,981	1.42	69,991	3.04	-48,010	60,386	2.67	-38,405
Operating Expenses- R & M																
0	0.00	39	0.02	-39	0	0.00	0	Laundry Equipment	1,340	0.09	460	0.02	880	191	0.01	1,150
458	0.32	310	0.16	148	185	0.10	272	Building Maintenance	1,463	0.09	3,681	0.16	-2,218	3,024	0.13	-1,561
105	0.07	116	0.06	-12	95	0.05	10	Light Bulbs	242	0.02	1,380	0.06	-1,138	1,671	0.07	-1,429
0	0.00	116	0.06	-116	321	0.17	-321	Electrical & Mechanical	916	0.06	1,380	0.06	-464	1,435	0.06	-519
34	0.02	446	0.23	-411	0	0.00	34	HVAC	3,798	0.25	5,291	0.23	-1,493	4,648	0.21	-850
-8	-0.01	484	0.25	-492	455	0.24	-463	Plumbing & Boiler	2,388	0.15	5,751	0.25	-3,363	10,726	0.47	-8,338
892	0.62	750	0.39	142	643	0.34	249	Pool	8,442	0.54	8,250	0.36	192	8,427	0.37	15
0	0.00	975	0.50	-975	974	0.52	-974	Grounds & Landscaping	7,632	0.49	11,725	0.51	-4,093	11,785	0.52	-4,154
0	0.00	39	0.02	-39	0	0.00	0	Signage	9	0.00	460	0.02	-452	546	0.02	-538
0	0.00	136	0.07	-136	0	0.00	0	Furniture & Fixtures	0	0.00	1,610	0.07	-1,610	1,569	0.07	-1,569
34	0.02	39	0.02	-4	13	0.01	21	Painting	63	0.00	460	0.02	-397	496	0.02	-433
157	0.11	1,500	0.77	-1,343	0	0.00	157	Carpet & Floor	157	0.01	4,750	0.21	-4,593	0	0.00	157
0	0.00	50	0.03	-50	65	0.03	-65	Kitchen Equipment	65	0.00	550	0.02	-485	971	0.04	-906
48	0.03	25	0.01	23	0	0.00	48	Locks & Keys	237	0.02	275	0.01	-38	875	0.04	-638
0	0.00	125	0.06	-125	0	0.00	0	Radio & TV	0	0.00	1,375	0.06	-1,375	0	0.00	0
34	0.02	216	0.11	-182	217	0.11	-182	Exterminating	3,825	0.25	2,376	0.10	1,449	2,377	0.11	1,448
0	0.00	0	0.00	0	0	0.00	0	License & Permits	300	0.02	0	0.00	300	0	0.00	300
179	0.12	100	0.05	79	123	0.07	56	Fire & Safety	13,608	0.88	3,942	0.17	9,666	6,275	0.28	7,333
0	0.00	0	0.00	0	0	0.00	0	Elevator	3,759	0.24	3,669	0.16	90	7,918	0.35	-4,159
1,933	1.34	5,465	2.82	-3,532	3,091	1.64	-1,158	Total Operating - R & M	48,243	3.11	57,386	2.49	-9,142	62,935	2.79	-14,692
2,555	1.78	11,867	6.13	-9,312	10,218	5.43	-7,662	Total Expenses- R & M	70,224	4.53	127,376	5.54	-57,152	123,321	5.46	-53,096

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,730	2.59	3,964	2.05	-234	3,959	2.10	-228	Electricity	46,364	2.99	51,023	2.22	-4,659	49,331	2.18	-2,967
476	0.33	1,008	0.52	-532	767	0.41	-291	Gas	5,922	0.38	10,428	0.45	-4,506	15,332	0.68	-9,411
642	0.45	783	0.40	-141	1,000	0.53	-358	Water & Sewer	8,801	0.57	9,984	0.43	-1,183	10,246	0.45	-1,445
318	0.22	750	0.39	-432	436	0.23	-118	Waste Removal	5,869	0.38	8,250	0.36	-2,381	6,976	0.31	-1,108
5,166	3.59	6,505	3.36	-1,339	6,161	3.27	-995	Total Expenses- Utilities	66,955	4.32	79,685	3.46	-12,730	81,885	3.62	-14,930

12/14/2020 at 11:15:21 AM

Page 17 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
6,787	5.74	12,537	5.51	-5,750	11,871	5.51	-5,084	Franchise Fees/ Royalties	82,993	5.52	158,935	5.51	-75,941	152,896	5.50	-69,903
4,319	3.66	7,978	3.50	-3,659	7,554	3.51	-3,235	Advertising	52,814	3.51	101,140	3.50	-48,327	97,391	3.51	-44,578
841	0.71	4,649	2.04	-3,808	3,617	1.68	-2,776	Frequent Traveler	32,684	2.17	55,210	1.91	-22,525	60,181	2.17	-27,497
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	120	0.01	0	0.00	120	300	0.01	-180
11,946	10.11	25,164	11.05	-13,217	23,042	10.69	-11,096	Total Franchise Fees Expense	168,611	11.22	315,285	10.92	-146,673	310,768	11.18	-142,157

12/14/2020 at 11:15:21 AM

Page 18 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,985	2.50	5,752	2.50	-2,767	5,456	2.50	-2,471	Management Fees	38,002	2.50	72,994	2.50	-34,992	70,157	2.50	-32,155
4,236	3.55	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,213	1.00	0	0.00	15,213	0	0.00	15,213
7,221	6.05	5,752	2.50	1,469	5,456	2.50	1,765	Total Management Fees Expense	53,215	3.50	72,994	2.50	-19,779	70,157	2.50	-16,942

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
30,961	25.93	30,961	13.46	0	30,059	13.77	902	Ground Lease	337,862	22.23	336,058	11.51	1,804	328,021	11.69	9,841
13,017	10.90	9,188	4.00	3,829	13,017	5.96	0	FF & E Reserve	143,184	9.42	116,414	3.99	26,770	124,276	4.43	18,909
20,496	17.16	20,496	8.91	0	15,377	7.05	5,119	Real Estate Tax	225,451	14.83	225,451	7.72	0	216,811	7.73	8,640
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	128	0.01	0	0.00	128	197	0.01	-69
3,859	3.23	3,701	1.61	158	3,536	1.62	323	Insurance	41,526	2.73	40,626	1.39	900	38,855	1.38	2,672
68,332	57.22	64,345	27.98	3,987	61,988	28.40	6,343	TOTAL FIXED EXPENSES	748,150	49.22	718,548	24.62	29,602	708,158	25.24	39,992

12/14/2020 at 11:15:21 AM

Page 20 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,933	5.01	-10,933	Owners Expense	53,837	3.54	0	0.00	53,837	36,528	1.30	17,309
56,458	47.28	0	0.00	56,458	56,458	25.87	0	Depreciation	621,038	40.86	0	0.00	621,038	621,038	22.13	0
2,412	2.02	0	0.00	2,412	2,412	1.11	0	Amortization Expense	26,532	1.75	0	0.00	26,532	26,532	0.95	0
25,465	21.32	25,465	11.07	0	25,308	11.60	157	Interest Expense	281,898	18.55	282,389	9.68	-491	282,131	10.05	-233
0	0.00	2,301	1.00	-2,301	2,182	1.00	-2,182	Asset Management Fee	4,547	0.30	29,197	1.00	-24,650	28,063	1.00	-23,516
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-46	0.00	0	0.00	-46	0	0.00	-46
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	3,313	0.22	0	0.00	3,313	0	0.00	3,313
84,335	70.62	27,766	12.07	56,569	97,292	44.58	-12,957	Total Other	991,118	65.20	311,586	10.68	679,532	994,291	35.43	-3,173

12/14/2020 at 11:15:21 AM

Page 21 of 22

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,780		3,780		0	3,780		0	Total Rooms Available	42,210		42,210		0	42,084		126
1,894		3,090		-1,196	3,097		-1,203	Total Rooms Sold	21,150		35,331		-14,181	34,187		-13,037
50.11%		81.75%		-31.64%	81.93%		-31.83%	Occupancy %	50.11%		83.70%		-33.60%	81.24%		-31.13%
95.94		95.57		0.37	102.66		-6.72	Average Rate	109.71		102.17		7.54	101.39		8.32
48.07		78.13		-30.06	84.11		-36.04	REVPAR	54.97		85.52		-30.55	82.37		-27.39
REVENUES																
181,709	97.55	295,317	97.87	-113,609	317,947	97.38	-136,238	ROOMS	2,320,349	97.44	3,609,874	98.05	-1,289,525	3,466,298	97.82	-1,145,949
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
4,569	2.45	6,417	2.13	-1,848	8,570	2.62	-4,001	MISCELLANEOUS	60,889	2.56	71,819	1.95	-10,930	77,242	2.18	-16,353
186,277	100.00	301,734	100.00	-115,457	326,516	100.00	-140,239	TOTAL REVENUES	2,381,238	100.00	3,681,692	100.00	-1,300,455	3,543,540	100.00	-1,162,302
DEPARTMENT EXPENSES																
53,285	29.32	92,025	31.16	-38,740	88,830	27.94	-35,545	ROOMS EXPENSE	507,008	21.85	1,045,978	28.98	-538,970	937,067	27.03	-430,059
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,191	26.07	1,498	23.34	-307	2,056	23.99	-864	MISCELLANEOUS EXPENSE	12,466	20.47	17,094	23.80	-4,628	24,376	31.56	-11,910
54,476	29.24	93,523	31.00	-39,047	90,885	27.83	-36,409	TOTAL DEPARTMENTAL EXPENSES	519,474	21.82	1,063,072	28.87	-543,598	961,443	27.13	-441,969
DEPARTMENTAL PROFIT																
128,424	70.68	203,293	68.84	-74,869	229,117	72.06	-100,693	ROOMS PROFIT	1,813,341	78.15	2,563,896	71.02	-750,555	2,529,231	72.97	-715,890
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,378	73.93	4,919	76.66	-1,541	6,514	76.01	-3,137	MISCELLANEOUS PROFIT	48,423	79.53	54,725	76.20	-6,302	52,866	68.44	-4,443
131,802	70.76	208,212	69.00	-76,410	235,631	72.17	-103,830	TOTAL DEPARTMENTAL PROFIT	1,861,764	78.18	2,618,620	71.13	-756,857	2,582,097	72.87	-720,333
18,788	10.09	29,121	9.65	-10,332	30,885	9.46	-12,097	A & G EXPENSE	284,939	11.97	326,420	8.87	-41,481	337,961	9.54	-53,021
2,077	1.11	1,949	0.65	128	2,064	0.63	13	TELECOM	22,832	0.96	21,439	0.58	1,393	21,878	0.62	954
10,482	5.63	10,364	3.43	118	10,255	3.14	227	SALES & MARKETING EXPENSES	103,380	4.34	111,709	3.03	-8,329	87,918	2.48	15,461
16,940	9.09	34,077	11.29	-17,137	48,587	14.88	-31,646	FRANCHISE FEES	267,512	11.23	416,515	11.31	-149,003	409,290	11.55	-141,778
2,965	1.59	14,019	4.65	-11,054	15,960	4.89	-12,995	MAINTENANCE EXPENSES	86,273	3.62	169,850	4.61	-83,577	182,478	5.15	-96,206
10,748	5.77	16,734	5.55	-5,986	14,786	4.53	-4,038	UTILITIES EXPENSE	183,017	7.69	212,005	5.76	-28,988	200,562	5.66	-17,545
62,001	33.28	106,264	35.22	-44,263	122,537	37.53	-60,536	TOTAL ADMIN EXPENSES	947,953	39.81	1,257,938	34.17	-309,985	1,240,088	35.00	-292,135
69,801	37.47	101,948	33.79	-32,147	113,094	34.64	-43,293	HOUSE PROFIT	913,810	38.38	1,360,682	36.96	-446,872	1,342,009	37.87	-428,198

FIXED EXPENSES															
8,894	4.77	7,549	2.50	1,345	8,163	2.50	731 MANAGEMENT FEES	74,771	3.14	92,109	2.50	-17,338	88,616	2.50	-13,845
43,325	23.26	47,281	15.67	-3,956	36,695	11.24	6,630 FIXED EXPENSES	473,695	19.89	518,332	14.08	-44,637	478,873	13.51	-5,178
17,582	9.44	47,117	15.62	-29,536	68,235	20.90	-50,654 NET OPERATING INCOME	365,344	15.34	750,241	20.38	-384,897	774,520	21.86	-409,176
74,284	39.88	35,518	11.77	38,766	88,281	27.04	-13,997 Other	850,087	35.70	394,326	10.71	455,761	869,837	24.55	-19,751
-56,702	-30.44	11,599	3.84	-68,301	-20,046	-6.14	-36,657 N.I. after Other	-484,743	-20.36	355,915	9.67	-840,658	-95,317	-2.69	-389,425
-14,916		11,599		-26,515	21,740		-36,657 Cash before Depreciation/Amortization	-25,097		355,915		-381,012	364,329		-389,425

12/14/2020 at 11:13:06 AM

Page 1 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
45,163	24.85	60,260	20.41	-15,097	99,939	31.43	-54,775	Rack/ Premium	686,246	29.58	1,202,142	33.30	-515,896	1,189,433	34.31	-503,187
52,561	28.93	4,154	1.41	48,408	27,259	8.57	25,302	Corporate	567,154	24.44	313,096	8.67	254,057	401,374	11.58	165,779
81,411	44.80	41,754	14.14	39,657	77,352	24.33	4,059	Discounts - Other	656,444	28.29	875,165	24.24	-218,722	981,397	28.31	-324,954
0	0.00	29,510	9.99	-29,510	15,925	5.01	-15,925	Government	102,293	4.41	278,536	7.72	-176,243	253,988	7.33	-151,696
0	0.00	88,344	29.91	-88,344	1,324	0.42	-1,324	Locally Negotiated Rate	22,918	0.99	613,143	16.99	-590,224	271,206	7.82	-248,288
-760	-0.42	0	0.00	-760	-1,133	-0.36	373	Allowances	-5,117	-0.22	0	0.00	-5,117	-14,012	-0.40	8,895
178,375	98.17	224,022	75.86	-45,647	220,665	69.40	-42,290	Total Transient Revenue	2,029,938	87.48	3,282,082	90.92	-1,252,144	3,083,387	88.95	-1,053,449
0	0.00	0	0.00	0	36,110	11.36	-36,110	Crew (Air)	125,270	5.40	1,505	0.04	123,765	123,728	3.57	1,542
0	0.00	0	0.00	0	36,110	11.36	-36,110	Total Base Revenues	125,270	5.40	1,505	0.04	123,765	123,728	3.57	1,542
2,078	1.14	71,295	24.14	-69,217	59,177	18.61	-57,099	Group- Corporate	152,556	6.57	326,286	9.04	-173,730	228,572	6.59	-76,016
2,078	1.14	71,295	24.14	-69,217	59,177	18.61	-57,099	Total Group Revenue	152,556	6.57	326,286	9.04	-173,730	228,572	6.59	-76,016
1,255	0.69	0	0.00	1,255	1,994	0.63	-739	Guaranteed No-Show	12,585	0.54	0	0.00	12,585	30,611	0.88	-18,026
181,709	100.00	295,317	100.00	-113,609	317,947	100.00	-136,238	Total Rooms Revenue	2,320,349	100.00	3,609,874	100.00	-1,289,525	3,466,298	100.00	-1,145,949
ROOM STATISTICS																
403	21	556	18	-153	808	26	-405	Rack/ Premium Rooms	5,642	27	9,515	27	-3,873	9,424	28	-3,782
490	26	31	1	459	254	8	236	Corporate Rooms	4,702	22	2,652	8	2,050	3,619	11	1,083
979	52	464	15	516	799	26	180	Discounts - Other Rooms	7,014	33	8,453	24	-1,439	9,758	29	-2,744
0	0	247	8	-247	112	4	-112	Government Rooms	713	3	2,152	6	-1,439	1,881	6	-1,168
0	0	1,174	38	-1,174	16	1	-16	Locally Negotiated Corporate Rooms	289	1	9,400	27	-9,111	5,019	15	-4,730
1,872	99	2,472	80	-600	1,989	64	-117	Total Transient Stats	18,360	87	32,172	91	-13,812	29,701	87	-11,341
0	0	0	0	0	707	23	-707	Crew (Air) Stats	1,740	8	26	0	1,714	2,374	7	-634
0	0	0	0	0	707	23	-707	Total Crew Stats	1,740	8	26	0	1,714	2,374	7	-634
22	1	618	20	-596	401	13	-379	Group- Corporate Rooms	1,050	5	3,133	9	-2,083	2,112	6	-1,062
22	1	618	20	-596	401	13	-379	Total Group Stats	1,050	5	3,133	9	-2,083	2,112	6	-1,062
1,894	100	3,090	100	-1,196	3,097	100	-1,203	TOTAL ROOM STATISTICS	21,150	100	35,331	100	-14,181	34,187	100	-13,037

Other Room Stats

6	0	0	0	6	9	0	-3 Comp Rooms	58	0	0	0	58	71	0	-13
1,231	65	0	0	1,231	1,119	36	112 Multiple Occupancy	10,079	48	0	0	10,079	11,291	33	-1,212
0	0	0	0	0	0	0	0 GNS Stats	0	0	0	0	0	2	0	-2
751	40	0	0	751	210	7	541 Out of Order Rooms	11,051	52	0	0	11,051	1,274	4	9,777
3,984	210	0	0	3,984	4,773	154	-789 # of Guests	36,752	174	0	0	36,752	51,282	150	-14,530

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
112.07		108.34		3.73	123.69		-11.62	Rack/Premium ADR	121.63		126.35		-4.72	126.21		-4.58
107.27		134.42		-27.16	107.32		-0.05	Corporate ADR	120.62		118.04		2.58	110.91		9.71
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
83.16		90.08		-6.93	96.81		-13.65	Discount ADR	93.59		103.54		-9.95	100.57		-6.98
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		119.38		-119.38	142.18		-142.18	Government ADR	143.47		129.41		14.06	135.03		8.44
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
0.00		75.24		-75.24	82.75		-82.75	Local Negotiated ADR	79.30		65.23		14.07	54.04		25.27
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
95.29		90.62		4.66	110.94		-15.66	Total Transient ADR	110.56		102.02		8.55	103.81		6.75
0.00		0.00		0.00	51.07		-51.07	Crew ADR	71.99		57.00		14.99	52.12		19.88
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
94.45		115.36		-20.91	147.57		-53.12	Group - Corporate ADR	145.29		104.15		41.14	108.23		37.07
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
94.45		115.36		-20.91	147.57		-53.12	Total Group ADR	145.29		104.15		41.14	108.23		37.07

12/14/2020 at 11:13:06 AM

Page 3 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
6,894	3.64	6,940	2.25	-46	5,513	1.78	1,381	FD/ Guest Service Reps	43,605	2.06	79,347	2.25	-35,742	81,238	2.38	-37,632
0	0.00	2,684	0.87	-2,684	0	0.00	0	FD/Supervisor	5,161	0.24	29,975	0.85	-24,814	545	0.02	4,616
989	0.52	3,810	1.23	-2,821	3,339	1.08	-2,350	Executive Housekeeper	31,139	1.47	41,414	1.17	-10,275	27,801	0.81	3,338
1,872	0.99	2,355	0.76	-483	2,963	0.96	-1,091	Asst Exec Housekeeper/ Inspectress	13,113	0.62	26,301	0.74	-13,188	23,717	0.69	-10,604
9,051	4.78	17,648	5.71	-8,597	14,046	4.54	-4,995	Housekeepers	69,059	3.27	201,787	5.71	-132,728	164,900	4.82	-95,842
5,066	2.67	6,559	2.12	-1,493	4,535	1.46	531	Housemen	31,439	1.49	76,749	2.17	-45,310	46,613	1.36	-15,174
2,759	1.46	2,307	0.75	452	3,678	1.19	-919	Laundry	14,391	0.68	26,380	0.75	-11,989	32,485	0.95	-18,094
0	0.00	3,893	1.26	-3,893	4,234	1.37	-4,234	Comp Breakfast Hostess	10,556	0.50	43,474	1.23	-32,918	45,160	1.32	-34,604
0	0.00	1,474	0.48	-1,474	1,257	0.41	-1,257	Evening Social Host	3,557	0.17	16,458	0.47	-12,901	13,681	0.40	-10,124
3,450	1.82	3,240	1.05	210	4,366	1.41	-916	Night Audit	37,394	1.77	36,180	1.02	1,214	35,706	1.04	1,688
2,570	1.36	3,852	1.25	-1,282	3,590	1.16	-1,020	Payroll Taxes	21,815	1.03	43,092	1.22	-21,277	36,411	1.07	-14,595
-172	-0.09	954	0.31	-1,126	498	0.16	-670	Employee Benefits	-354	-0.02	10,494	0.30	-10,848	9,871	0.29	-10,225
1,165	0.62	1,251	0.40	-86	664	0.21	501	Vacation /PTO	15,077	0.71	13,761	0.39	1,316	14,398	0.42	679
288	0.15	1,336	0.43	-1,048	970	0.31	-682	Holiday	3,372	0.16	6,680	0.19	-3,308	7,779	0.23	-4,407
0	0.00	0	0.00	0	200	0.06	-200	Bonus/Incentive Pay	0	0.00	0	0.00	0	410	0.01	-410
3,968	2.10	0	0.00	3,968	0	0.00	3,968	Contract Labor- Housekeepers	22,920	1.08	0	0.00	22,920	0	0.00	22,920
37,901	20.01	58,303	18.87	-20,402	49,852	16.10	-11,951	Total P/R & R/Benefits- Rooms	322,245	15.24	652,092	18.46	-329,848	540,714	15.82	-218,469
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	216	0.07	-216	176	0.06	-176	Newspapers	622	0.03	2,473	0.07	-1,852	2,018	0.06	-1,396
2,708	1.43	10,043	3.25	-7,335	9,083	2.93	-6,375	Comp Breakfast	33,928	1.60	114,826	3.25	-80,897	116,422	3.41	-82,494
46	0.02	100	0.03	-54	0	0.00	46	Comp Breakfast- Equipment	297	0.01	6,000	0.17	-5,703	6,708	0.20	-6,411
0	0.00	300	0.10	-300	663	0.21	-663	Rooms- Promotion	1,459	0.07	3,300	0.09	-1,841	2,072	0.06	-613
0	0.00	402	0.13	-402	948	0.31	-948	Kitchen Furnishings	1,152	0.05	4,593	0.13	-3,441	4,830	0.14	-3,677
1,781	0.94	247	0.08	1,534	239	0.08	1,542	Laundry Supplies	3,036	0.14	2,826	0.08	210	2,914	0.09	122
21	0.01	1,700	0.55	-1,679	1,943	0.63	-1,922	Linen Supplies	6,210	0.29	19,432	0.55	-13,222	17,681	0.52	-11,471
1,249	0.66	2,540	0.82	-1,291	2,019	0.65	-770	Cable TV	14,054	0.66	27,940	0.79	-13,886	27,762	0.81	-13,708
441	0.23	441	0.14	0	441	0.14	0	HSIA Support	4,754	0.22	4,851	0.14	-97	4,851	0.14	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	5,000	0.14	-5,000	0	0.00	0
997	0.53	1,854	0.60	-857	7,283	2.35	-6,286	Reservations Expense	10,367	0.49	21,199	0.60	-10,831	32,088	0.94	-21,721
1,475	0.78	2,997	0.97	-1,522	5,100	1.65	-3,625	Guest Room Supplies	15,926	0.75	34,271	0.97	-18,345	35,140	1.03	-19,214
1,057	0.56	927	0.30	130	634	0.20	423	Cleaning Supplies	6,336	0.30	10,599	0.30	-4,263	10,427	0.30	-4,091
95	0.05	402	0.13	-307	391	0.13	-296	Ecolab Core Supplies	3,489	0.16	4,592	0.13	-1,103	4,653	0.14	-1,164
0	0.00	3,399	1.10	-3,399	2,992	0.97	-2,992	Evening Social- Food	7,645	0.36	38,864	1.10	-31,219	35,428	1.04	-27,783
5	0.00	618	0.20	-613	543	0.18	-538	Evening Social- Beverage	1,955	0.09	7,066	0.20	-5,112	7,699	0.23	-5,745
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	253	0.01	275	0.01	-22	1,051	0.03	-798
5,233	2.76	7,262	2.35	-2,029	4,960	1.60	273	Travel Agents Commission	68,742	3.25	83,028	2.35	-14,286	77,467	2.27	-8,725
145	0.08	250	0.08	-105	506	0.16	-362	Uniforms	1,723	0.08	2,750	0.08	-1,027	5,046	0.15	-3,324
0	0.00	0	0.00	0	1,057	0.34	-1,057	Walk Expense	973	0.05	0	0.00	973	2,097	0.06	-1,124
130	0.07	0	0.00	130	0	0.00	130	COVID 19 Supplies	1,843	0.09	0	0.00	1,843	0	0.00	1,843

15,384	8.12	33,722	10.91	-18,338	38,978	12.59	-23,594	Total Operating - Rooms	184,763	8.74	393,886	11.15	-209,122	396,353	11.59	-211,590
53,285	28.13	92,025	29.78	-38,740	88,830	28.68	-35,545	Total Expenses- Rooms	507,008	23.97	1,045,978	29.61	-538,970	937,067	27.41	-430,059
128,424	67.81	203,293	65.79	-74,869	229,117	73.98	-100,693	Net Income- Rooms	1,813,341	85.74	2,563,896	72.57	-750,555	2,529,231	73.98	-715,890

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:13:06 AM

Page 7 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:13:06 AM

Page 9 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
For Property: HWS Phoenix
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
47	0.00	50	0.00	-3	12	0.00	34	Long Distance	407	0.00	550	0.00	-143	535	0.00	-128
109	0.00	192	0.00	-83	129	0.00	-20	Internet Access Fees	1,535	0.00	2,112	0.00	-578	1,922	0.00	-387
156	0.00	242	0.00	-86	141	0.00	15	Total Phone Revenues	1,942	0.00	2,662	0.00	-720	2,456	0.00	-515
COS- Communication																
0	0.00	0	0.00	0	705	0.22	-705	COS-Local	1	0.00	0	0.00	1	7,518	0.21	-7,517
732	1,564.44	691	1,382.00	41	0	0.00	732	COS-Long Distance	8,005	1,966.78	7,601	1,382.00	404	0	0.00	8,005
1,400	1,285.58	1,400	729.17	0	1,400	1,087.80	0	COS-HSIA ISP	15,640	1,019.22	15,400	729.17	240	15,400	801.39	240
2,132	0.00	2,091	0.00	41	2,105	0.00	27	Total COS- Comm	23,646	0.00	23,001	0.00	645	22,918	0.00	729
-1,977	0.00	-1,849	0.00	-128	-1,964	0.00	-13	Gross Margin- Comm	-21,705	0.00	-20,339	0.00	-1,366	-20,461	0.00	-1,243
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,060	0.00	1,100	0.00	-40	1,292	0.00	-232
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	68	0.00	0	0.00	68	125	0.00	-58
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,128	0.00	1,100	0.00	28	1,417	0.00	-289
2,077	0.00	1,949	0.00	128	2,064	0.00	13	N.I.- Comm Dept	22,832	0.00	21,439	0.00	1,393	21,878	0.00	954

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	85	1.46	-85	235	3.98	-235	Laundry/Valet	136	0.27	935	1.43	-799	1,110	1.71	-974
0	0.00	0	0.00	0	458	7.76	-458	Movie Income	-22	-0.04	0	0.00	-22	4,112	6.34	-4,134
0	0.00	0	0.00	0	2,648	44.88	-2,648	Gift Shop Sales	0	0.00	0	0.00	0	30,489	47.02	-30,489
313	8.53	350	6.02	-37	720	12.20	-407	Vending	4,547	8.92	3,850	5.90	697	5,544	8.55	-997
445	12.13	600	10.31	-155	450	7.63	-5	Pet Fees	6,626	12.99	6,600	10.12	26	6,070	9.36	557
0	0.00	0	0.00	0	0	0.00	0	Fax	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	75	0.15	0	0.00	75	-5	-0.01	80
0	0.00	300	5.16	-300	0	0.00	0	Late Cancellation Income	2,682	5.26	3,300	5.06	-618	0	0.00	2,682
65	1.78	250	4.30	-185	0	0.00	65	Smoking Fee	3,409	6.69	2,750	4.22	659	2,250	3.47	1,159
1,389	37.86	1,389	23.88	0	1,389	23.54	0	Space Rental	15,279	29.96	15,279	23.43	0	15,279	23.56	0
0	0.00	0	0.00	0	0	0.00	0	Room Service	3,600	7.06	0	0.00	3,600	0	0.00	3,600
1,457	39.71	2,843	48.87	-1,386	0	0.00	1,457	Market Sales	14,660	28.75	32,505	49.84	-17,844	0	0.00	14,660
3,669	100.00	5,817	100.00	-2,148	5,900	100.00	-2,231	Total Miscellaneous Revenues	50,993	100.00	65,219	100.00	-14,225	64,849	100.00	-13,855
COSales- Miscellaneous																
0	0.00	77	90.00	-77	140	59.72	-140	COS-Laundry/Valet	113	82.93	842	90.00	-729	927	83.51	-814
783	21.34	0	0.00	783	676	11.46	107	COS-Movies	6,162	12.08	0	0.00	6,162	6,644	10.25	-482
0	0.00	0	0.00	0	1,239	46.81	-1,239	COS-Gift Shop	0	0.00	0	0.00	0	16,804	55.12	-16,804
0	0.00	0	0.00	0	0	0.00	0	COS- Room Service	369	0.72	0	0.00	369	0	0.00	369
408	28.02	1,421	50.00	-1,013	0	0.00	408	COS- Market	5,820	39.70	16,252	50.00	-10,432	0	0.00	5,820
0	0.00	0	0.00	0	0	0.00	0	COS- Market Beer/Wine	1	0.00	0	0.00	1	0	0.00	1
1,191	32.47	1,498	25.75	-307	2,056	34.84	-864	Total COS- Miscellaneous	12,466	24.45	17,094	26.21	-4,628	24,376	37.59	-11,910
750	83.33	600	100.00	150	2,000	74.90	-1,250	Banquet Room Rental	7,463	75.42	6,600	100.00	863	10,015	80.81	-2,552
0	0.00	0	0.00	0	224	8.38	-224	Banquet Room F & B	1,352	13.67	0	0.00	1,352	656	5.29	697
0	0.00	0	0.00	0	47	1.75	-47	Banquet Room AV Rental	25	0.25	0	0.00	25	247	1.99	-222
150	3.28	0	0.00	150	400	4.67	-250	Banquet Room Setup Service Charge	1,055	1.73	0	0.00	1,055	1,476	1.91	-421
900	100.00	600	100.00	300	2,670	100.00	-1,770	Total Meeting Room Revenues	9,895	100.00	6,600	100.00	3,295	12,393	100.00	-2,498
Cost of Sales- Meeting Room																
3,378	92.06	4,919	84.56	-1,541	6,514	110.42	-3,137	Total Miscellaneous Profit	48,423	94.96	54,725	83.91	-6,302	52,866	81.52	-4,443

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
For Property: HWS Phoenix
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,029	3.24	6,666	2.21	-637	6,346	1.94	-317	General Manager	70,703	2.97	73,326	1.99	-2,623	74,154	2.09	-3,452
1,854	1.00	3,471	1.15	-1,617	3,379	1.03	-1,525	Assistant General Manager	38,278	1.61	37,937	1.03	341	27,862	0.79	10,416
0	0.00	0	0.00	0	0	0.00	0	Operations Manager	0	0.00	0	0.00	0	-545	-0.02	545
724	0.39	885	0.29	-160	929	0.28	-205	Payroll Taxes	8,603	0.36	8,630	0.23	-28	8,426	0.24	177
1,314	0.71	523	0.17	791	385	0.12	929	Employee Benefits	14,874	0.62	5,753	0.16	9,121	5,086	0.14	9,788
1,558	0.84	0	0.00	1,558	0	0.00	1,558	Vacation /PTO	9,373	0.39	0	0.00	9,373	7,227	0.20	2,146
296	0.16	0	0.00	296	454	0.14	-158	Holiday	2,568	0.11	0	0.00	2,568	1,045	0.03	1,523
0	0.00	2,150	0.71	-2,150	1,500	0.46	-1,500	Bonus/Incentive Pay	1,666	0.07	8,600	0.23	-6,934	6,895	0.19	-5,229
11,775	6.32	13,695	4.54	-1,920	12,993	3.98	-1,218	Total P/R & R/B- A&G	146,064	6.13	134,246	3.65	11,818	130,150	3.67	15,914
Operating Expenses- A&G																
0	0.00	350	0.12	-350	477	0.15	-477	Employee Relations	1,704	0.07	4,400	0.12	-2,696	5,300	0.15	-3,596
2,000	1.07	2,000	0.66	0	2,000	0.61	0	Accounting Fees	22,000	0.92	22,000	0.60	0	22,000	0.62	0
1,414	0.76	1,300	0.43	114	1,757	0.54	-342	Data Processing	17,008	0.71	14,336	0.39	2,672	14,118	0.40	2,891
119	0.06	300	0.10	-181	752	0.23	-633	Office Supplies	2,900	0.12	3,300	0.09	-400	4,927	0.14	-2,027
55	0.03	55	0.02	0	55	0.02	0	Muzak	587	0.02	605	0.02	-18	894	0.03	-307
0	0.00	300	0.10	-300	1	0.00	-1	Travel & Lodging	3,517	0.15	8,700	0.24	-5,183	14,212	0.40	-10,694
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	30	0.00	0	0.00	30	1,242	0.04	-1,212
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	188	0.01	825	0.02	-637	750	0.02	-562
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	3,727	0.16	3,428	0.09	299	3,833	0.11	-106
57	0.03	60	0.02	-3	59	0.02	-3	Postage	730	0.03	660	0.02	70	1,165	0.03	-435
0	0.00	70	0.02	-70	0	0.00	0	Recruitment	900	0.04	1,450	0.04	-550	1,502	0.04	-602
190	0.10	180	0.06	10	273	0.08	-83	Employment Screening/ Drug Testing	1,797	0.08	1,980	0.05	-183	2,072	0.06	-275
0	0.00	0	0.00	0	76	0.02	-76	Training	2,260	0.09	2,050	0.06	210	1,121	0.03	1,139
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	174	0.00	-174
0	0.00	0	0.00	0	0	0.00	0	Security Service	78	0.00	0	0.00	78	8,922	0.25	-8,844
135	0.07	165	0.05	-30	150	0.05	-15	Dues/Subscriptions	1,963	0.08	1,815	0.05	148	4,210	0.12	-2,247
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	277	0.01	-277
4,431	2.38	7,640	2.53	-3,209	9,472	2.90	-5,041	Credit Card Commissions	51,635	2.17	93,214	2.53	-41,579	88,516	2.50	-36,881
-3,808	-2.04	0	0.00	-3,808	-1,734	-0.53	-2,075	Cash Over/Short	-4,463	-0.19	0	0.00	-4,463	-8,587	-0.24	4,124
104	0.06	98	0.03	6	101	0.03	3	Equipment Rental	1,120	0.05	1,478	0.04	-358	1,553	0.04	-433
460	0.25	350	0.12	110	458	0.14	2	Payroll Services	5,019	0.21	3,500	0.10	1,519	5,738	0.16	-719
834	0.45	1,483	0.49	-649	1,467	0.45	-634	Bank Charges	13,298	0.56	16,313	0.44	-3,015	16,304	0.46	-3,006
-77	-0.04	0	0.00	-77	1,289	0.39	-1,367	Chargebacks	2,077	0.09	0	0.00	2,077	4,237	0.12	-2,160
1,100	0.59	1,000	0.33	100	1,162	0.36	-62	Workers Comp Insurance	10,800	0.45	12,120	0.33	-1,320	13,332	0.38	-2,532
7,013	3.77	15,426	5.11	-8,413	17,892	5.48	-10,878	Total Operating- A&G	138,875	5.83	192,174	5.22	-53,299	207,811	5.86	-68,936
18,788	10.09	29,121	9.65	-10,332	30,885	9.46	-12,097	Total Expenses- A&G	284,939	11.97	326,420	8.87	-41,481	337,961	9.54	-53,021

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
6,539	3.51	5,757	1.91	782	7,703	2.36	-1,165	Director of Sales	56,190	2.36	62,919	1.71	-6,729	41,680	1.18	14,510
0	0.00	0	0.00	0	10	0.00	-10	Sales Manager	110	0.00	0	0.00	110	183	0.01	-72
452	0.24	1,161	0.38	-709	815	0.25	-363	Revenue Management	6,444	0.27	12,770	0.35	-6,326	9,374	0.26	-2,930
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.02	1,893	0.05	-1,377	0	0.00	516
436	0.23	504	0.17	-68	0	0.00	436	Payroll Taxes	4,449	0.19	5,066	0.14	-617	2,819	0.08	1,631
1,609	0.86	642	0.21	967	0	0.00	1,609	Employee Benefits	12,004	0.50	7,062	0.19	4,942	2,360	0.07	9,644
100	0.05	0	0.00	100	0	0.00	100	Vacation / PTO	4,424	0.19	0	0.00	4,424	0	0.00	4,424
262	0.14	0	0.00	262	0	0.00	262	Holiday	1,255	0.05	0	0.00	1,255	212	0.01	1,044
0	0.00	1,033	0.34	-1,033	107	0.03	-107	Bonus/Incentive Pay	247	0.01	4,132	0.11	-3,885	2,155	0.06	-1,908
9,397	5.04	9,269	3.07	129	8,635	2.64	762	Total P/R & R/B- Sales	85,640	3.60	93,843	2.55	-8,203	58,782	1.66	26,858
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	220	0.01	-220	0	0.00	0
0	0.00	20	0.01	-20	105	0.03	-105	Office Supplies	203	0.01	220	0.01	-17	575	0.02	-372
0	0.00	25	0.01	-25	5	0.00	-5	Travel & Lodging	1,956	0.08	3,000	0.08	-1,044	5,757	0.16	-3,801
0	0.00	30	0.01	-30	211	0.06	-211	Meals & Entertainment	80	0.00	330	0.01	-250	1,361	0.04	-1,281
23	0.01	500	0.17	-477	0	0.00	23	Promotions	190	0.01	1,800	0.05	-1,610	849	0.02	-659
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.00	550	0.01	-450	300	0.01	-200
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	1,787	0.08	2,000	0.05	-213	150	0.00	1,637
250	0.13	0	0.00	250	0	0.00	250	Dues & Subscriptions	4,452	0.19	3,071	0.08	1,381	6,806	0.19	-2,354
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.06	-200	e Commerce Costs	100	0.00	400	0.01	-300	3,093	0.09	-2,993
812	0.44	450	0.15	362	1,091	0.33	-279	Brand Paid Search	8,871	0.37	4,950	0.13	3,921	9,110	0.26	-239
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	600	0.02	-600	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	1,115	0.03	-1,115
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
1,085	0.58	1,095	0.36	-10	1,620	0.50	-535	Total Operating- Sales	17,740	0.74	17,866	0.49	-126	29,136	0.82	-11,397
10,482	5.63	10,364	3.43	118	10,255	3.14	227	Total Expenses-Sales	103,380	4.34	111,709	3.03	-8,329	87,918	2.48	15,461

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
-1,121	-0.59	4,192	1.36	-5,313	4,203	1.36	-5,325	Chief Engineer	25,451	1.20	46,812	1.32	-21,361	49,602	1.45	-24,152
1,194	0.63	2,552	0.83	-1,358	2,096	0.68	-903	General Maintenance	9,592	0.45	28,072	0.79	-18,480	25,434	0.74	-15,842
16	0.01	445	0.14	-429	502	0.16	-486	Payroll Taxes	3,051	0.14	4,942	0.14	-1,891	5,475	0.16	-2,425
0	0.00	517	0.17	-517	551	0.18	-551	Employee Benefits	3,838	0.18	5,687	0.16	-1,849	5,420	0.16	-1,582
136	0.07	0	0.00	136	309	0.10	-173	Holiday	618	0.03	0	0.00	618	1,499	0.04	-881
50	0.03	0	0.00	50	295	0.10	-245	Vacation /PTO	4,962	0.23	0	0.00	4,962	4,600	0.13	362
274	0.14	7,706	2.49	-7,432	7,958	2.57	-7,684	Total P/R & Related Expenses- Maintenance	47,511	2.25	85,513	2.42	-38,002	92,031	2.69	-44,520
Operating Expenses- R & M																
0	0.00	247	0.08	-247	287	0.09	-287	Laundry Equipment	262	0.01	2,826	0.08	-2,565	4,642	0.14	-4,380
104	0.05	865	0.28	-762	422	0.14	-319	Building Maintenance	982	0.05	9,893	0.28	-8,911	9,685	0.28	-8,703
105	0.06	247	0.08	-142	351	0.11	-246	Light Bulbs	718	0.03	2,826	0.08	-2,109	2,584	0.08	-1,866
0	0.00	155	0.05	-155	155	0.05	-155	Electrical & Mechanical	451	0.02	1,767	0.05	-1,315	743	0.02	-292
401	0.21	927	0.30	-526	707	0.23	-306	HVAC	1,924	0.09	10,599	0.30	-8,675	7,581	0.22	-5,657
430	0.23	618	0.20	-188	616	0.20	-185	Plumbing & Boiler	8,946	0.42	7,066	0.20	1,879	8,379	0.25	567
0	0.00	247	0.08	-247	0	0.00	0	Pool	2,125	0.10	2,826	0.08	-701	2,798	0.08	-672
831	0.44	850	0.28	-19	831	0.27	0	Grounds & Landscaping	7,863	0.37	12,250	0.35	-4,387	9,415	0.28	-1,552
0	0.00	0	0.00	0	0	0.00	0	Interior Plants	248	0.01	0	0.00	248	0	0.00	248
0	0.00	0	0.00	0	0	0.00	0	Signage	1,010	0.05	0	0.00	1,010	45	0.00	965
-250	-0.13	155	0.05	-405	1,851	0.60	-2,101	Furniture & Fixtures	-2,379	-0.11	1,767	0.05	-4,146	3,282	0.10	-5,661
0	0.00	185	0.06	-185	271	0.09	-271	Painting	297	0.01	2,120	0.06	-1,823	1,356	0.04	-1,059
42	0.02	200	0.06	-158	9	0.00	33	Carpet & Floor	143	0.01	5,500	0.16	-5,357	3,068	0.09	-2,925
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	638	0.02	-638
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	60	0.00	330	0.01	-270	325	0.01	-265
0	0.00	247	0.08	-247	1,499	0.48	-1,499	Kitchen Equipment	2,390	0.11	2,826	0.08	-436	4,978	0.15	-2,588
0	0.00	93	0.03	-93	0	0.00	0	Locks & Keys	155	0.01	1,060	0.03	-905	1,033	0.03	-878
0	0.00	247	0.08	-247	329	0.11	-329	Radio & TV	285	0.01	2,826	0.08	-2,542	3,206	0.09	-2,922
828	0.44	800	0.26	28	510	0.16	318	Exterminating	5,802	0.27	8,800	0.25	-2,998	9,345	0.27	-3,543
200	0.11	0	0.00	200	133	0.04	67	Fire & Safety	2,291	0.11	2,909	0.08	-618	8,698	0.25	-6,406
0	0.00	200	0.06	-200	0	0.00	0	Elevator	5,189	0.25	6,144	0.17	-955	8,648	0.25	-3,459
2,691	1.42	6,313	2.04	-3,622	8,002	2.58	-5,311	Total Operating - R & M	38,762	1.83	84,336	2.39	-45,575	90,447	2.65	-51,685
2,965	1.57	14,019	4.54	-11,054	15,960	5.15	-12,995	Total Expenses- R & M	86,273	4.08	169,850	4.81	-83,577	182,478	5.34	-96,206

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
7,545	3.98	10,778	3.49	-3,233	9,263	2.99	-1,718	Electricity	129,477	6.12	148,095	4.19	-18,618	141,084	4.13	-11,606
463	0.24	2,038	0.66	-1,575	635	0.21	-172	Gas	6,829	0.32	14,993	0.42	-8,164	11,507	0.34	-4,678
741	0.39	2,778	0.90	-2,037	4,133	1.33	-3,392	Water & Sewer	36,642	1.73	36,377	1.03	265	35,912	1.05	730
1,999	1.06	1,140	0.37	859	755	0.24	1,244	Waste Removal	10,068	0.48	12,540	0.35	-2,472	12,060	0.35	-1,992
10,748	5.67	16,734	5.42	-5,986	14,786	4.77	-4,038	Total Expenses- Utilities	183,017	8.65	212,005	6.00	-28,988	200,562	5.87	-17,545

12/14/2020 at 11:13:06 AM

Page 17 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
10,248	5.64	16,259	5.51	-6,011	17,487	5.50	-7,239	Franchise Fees/ Royalties	127,992	5.52	198,725	5.51	-70,733	190,673	5.50	-62,682
6,422	3.53	10,347	3.50	-3,925	11,128	3.50	-4,707	Advertising	81,350	3.51	126,461	3.50	-45,112	122,072	3.52	-40,722
271	0.15	7,472	2.53	-7,201	19,971	6.28	-19,701	Frequent Traveler	56,580	2.44	91,330	2.53	-34,750	93,423	2.70	-36,843
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	1,592	0.07	0	0.00	1,592	2,272	0.07	-681
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	0	0.00	0	850	0.02	-850
16,940	9.32	34,077	11.54	-17,137	48,587	15.28	-31,646	Total Franchise Fees Expense	267,512	11.53	416,515	11.54	-149,003	409,290	11.81	-141,778

12/14/2020 at 11:13:06 AM

Page 18 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,657	2.50	7,549	2.50	-2,892	8,163	2.50	-3,506	Management Fees	59,530	2.50	92,109	2.50	-32,579	88,616	2.50	-29,086
4,237	2.27	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,241	0.64	0	0.00	15,241	0	0.00	15,241
8,894	4.77	7,549	2.50	1,345	8,163	2.50	731	Total Management Fees Expense	74,771	3.14	92,109	2.50	-17,338	88,616	2.50	-13,845

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
14,205	7.63	14,205	4.71	0	13,792	4.22	414	Ground Lease	155,018	6.51	154,605	4.20	413	150,504	4.25	4,515
8,329	4.47	12,563	4.16	-4,234	8,329	2.55	0	FF & E Reserve	91,614	3.85	138,193	3.75	-46,579	108,900	3.07	-17,286
15,136	8.13	15,136	5.02	0	9,440	2.89	5,696	Real Estate Tax	166,492	6.99	166,492	4.52	0	163,059	4.60	3,433
0	0.00	0	0.00	0	0	0.00	0	Personal Property Tax	70	0.00	0	0.00	70	0	0.00	70
5,655	3.04	5,377	1.78	278	5,135	1.57	520	Insurance	60,501	2.54	59,042	1.60	1,459	56,411	1.59	4,090
43,325	23.26	47,281	15.67	-3,956	36,695	11.24	6,630	TOTAL FIXED EXPENSES	473,695	19.89	518,332	14.08	-44,637	478,873	13.51	-5,178

12/14/2020 at 11:13:06 AM

Page 20 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,933	3.35	-10,933	Owners Expense	11,187	0.47	0	0.00	11,187	16,476	0.46	-5,289
38,823	20.84	0	0.00	38,823	38,823	11.89	0	Depreciation	427,053	17.93	0	0.00	427,053	427,053	12.05	0
2,963	1.59	0	0.00	2,963	2,963	0.91	0	Amortization Expense	32,593	1.37	0	0.00	32,593	32,593	0.92	0
32,498	17.45	32,498	10.77	0	32,298	9.89	200	Interest Expense	357,300	15.00	357,482	9.71	-182	360,052	10.16	-2,753
0	0.00	3,020	1.00	-3,020	3,265	1.00	-3,265	Asset Management Fee	10,339	0.43	36,844	1.00	-26,505	35,400	1.00	-25,061
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	0	0.00	0	0.00	0	-1,737	-0.05	1,737
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	3,364	0.14	0	0.00	3,364	0	0.00	3,364
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	8,251	0.35	0	0.00	8,251	0	0.00	8,251
74,284	39.88	35,518	11.77	38,766	88,281	27.04	-13,997	Total Other	850,087	35.70	394,326	10.71	455,761	869,837	24.55	-19,751

12/14/2020 at 11:13:06 AM

Page 21 of 22

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
4,110		4,110		0	4,110		0	Total Rooms Available	45,895		45,895		0	45,758		137
1,746		3,355		-1,609	3,291		-1,545	Total Rooms Sold	21,893		36,500		-14,607	35,722		-13,829
42.48%		81.63%		-39.15%	80.07%		-37.59%	Occupancy %	47.70%		79.53%		-31.83%	78.07%		-30.36%
97.42		130.73		-33.31	128.31		-30.89	Average Rate	102.59		125.37		-22.78	123.71		-21.12
41.38		106.72		-65.33	102.74		-61.36	REVPAR	48.94		99.71		-50.77	96.57		-47.64
REVENUES																
170,090	96.19	438,599	96.37	-268,510	422,265	97.49	-252,175	ROOMS	2,245,982	96.93	4,576,152	96.46	-2,330,170	4,419,016	96.44	-2,173,034
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
6,736	3.81	16,515	3.63	-9,779	10,883	2.51	-4,147	MISCELLANEOUS	71,196	3.07	167,895	3.54	-96,699	162,927	3.56	-91,731
176,826	100.00	455,115	100.00	-278,289	433,148	100.00	-256,322	TOTAL REVENUES	2,317,178	100.00	4,744,047	100.00	-2,426,869	4,581,943	100.00	-2,264,765
DEPARTMENT EXPENSES																
44,836	26.36	97,271	22.18	-52,435	84,191	19.94	-39,355	ROOMS EXPENSE	569,527	25.36	1,071,576	23.42	-502,049	998,439	22.59	-428,912
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,441	21.39	3,350	20.28	-1,909	2,794	25.67	-1,353	MISCELLANEOUS EXPENSE	13,854	19.46	35,411	21.09	-21,557	41,438	25.43	-27,584
46,277	26.17	100,620	22.11	-54,344	86,985	20.08	-40,708	TOTAL DEPARTMENTAL EXPENSES	583,382	25.18	1,106,987	23.33	-523,606	1,039,878	22.70	-456,496
DEPARTMENTAL PROFIT																
125,254	73.64	341,328	77.82	-216,075	338,074	80.06	-212,820	ROOMS PROFIT	1,676,454	74.64	3,504,576	76.58	-1,828,121	3,420,577	77.41	-1,744,122
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
5,295	78.61	13,166	79.72	-7,870	8,089	74.33	-2,794	MISCELLANEOUS PROFIT	57,342	80.54	132,484	78.91	-75,142	121,489	74.57	-64,147
130,549	73.83	354,494	77.89	-223,945	346,163	79.92	-215,614	TOTAL DEPARTMENTAL PROFIT	1,733,797	74.82	3,637,060	76.67	-1,903,263	3,542,066	77.30	-1,808,269
25,975	14.69	36,377	7.99	-10,402	33,762	7.79	-7,787	A & G EXPENSE	285,883	12.34	383,785	8.09	-97,902	385,280	8.41	-99,397
2,285	1.29	1,810	0.40	475	1,902	0.44	383	TELECOM	22,522	0.97	19,910	0.42	2,612	19,972	0.44	2,550
11,402	6.45	14,419	3.17	-3,017	13,425	3.10	-2,023	SALES & MARKETING EXPENSES	125,665	5.42	165,617	3.49	-39,952	146,835	3.20	-21,170
18,883	10.68	50,213	11.03	-31,330	46,817	10.81	-27,934	FRANCHISE FEES	246,990	10.66	524,008	11.05	-277,019	510,581	11.14	-263,591
7,205	4.07	17,100	3.76	-9,895	16,763	3.87	-9,558	MAINTENANCE EXPENSES	101,320	4.37	181,388	3.82	-80,068	185,135	4.04	-83,815
11,848	6.70	16,623	3.65	-4,775	13,902	3.21	-2,053	UTILITIES EXPENSE	143,384	6.19	188,475	3.97	-45,091	181,915	3.97	-38,530
77,598	43.88	136,542	30.00	-58,944	126,571	29.22	-48,973	TOTAL ADMIN EXPENSES	925,765	39.95	1,463,183	30.84	-537,418	1,429,718	31.20	-503,953
52,951	29.95	217,952	47.89	-165,001	219,592	50.70	-166,641	HOUSE PROFIT	808,031	34.87	2,173,876	45.82	-1,365,845	2,112,347	46.10	-1,304,316

FIXED EXPENSES																
8,658	4.90	11,383	2.50	-2,724	10,829	2.50	-2,171	MANAGEMENT FEES	73,140	3.16	118,653	2.50	-45,513	114,658	2.50	-41,518
81,699	46.20	81,840	17.98	-141	79,143	18.27	2,556	FIXED EXPENSES	893,861	38.58	885,373	18.66	8,488	836,879	18.26	56,983
-37,406	-21.15	124,729	27.41	-162,136	129,620	29.93	-167,026	NET OPERATING INCOME	-158,970	-6.86	1,169,849	24.66	-1,328,820	1,160,811	25.33	-1,319,781
115,485	65.31	54,028	11.87	61,457	132,103	30.50	-16,618	Other	1,294,164	55.85	591,688	12.47	702,476	1,345,265	29.36	-51,101
-152,891	-86.46	70,701	15.53	-223,592	-2,484	-0.57	-150,408	N.I. after Other	-1,453,134	-62.71	578,161	12.19	-2,031,296	-184,454	-4.03	-1,268,680
-86,881		70,701		-157,582	63,526		-150,408	Cash before Depreciation/Amortization	-727,024		578,161		-1,305,186	541,656		-1,268,680

12/14/2020 at 11:22:19 AM

Page 1 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
23,315	13.71	136,784	31.19	-113,469	119,140	28.21	-95,825	Rack/ Premium	483,806	21.54	1,492,440	32.61	-1,008,634	1,355,184	30.67	-871,378
20,966	12.33	48,872	11.14	-27,906	65,120	15.42	-44,154	Corporate	467,095	20.80	602,347	13.16	-135,253	582,074	13.17	-114,979
74,321	43.70	121,619	27.73	-47,298	80,466	19.06	-6,145	Discounts - Other	685,844	30.54	1,050,917	22.97	-365,072	970,454	21.96	-284,610
1,264	0.74	36,847	8.40	-35,584	38,423	9.10	-37,159	Government	141,122	6.28	340,840	7.45	-199,718	380,845	8.62	-239,722
14,120	8.30	36,905	8.41	-22,785	45,522	10.78	-31,402	Locally Negotiated Rate	309,101	13.76	508,951	11.12	-199,850	498,273	11.28	-189,173
-245	-0.14	0	0.00	-245	-1,375	-0.33	1,130	Allowances	-12,719	-0.57	0	0.00	-12,719	-8,582	-0.19	-4,137
133,741	78.63	381,027	86.87	-247,286	347,296	82.25	-213,555	Total Transient Revenue	2,074,250	92.35	3,995,495	87.31	-1,921,246	3,778,248	85.50	-1,703,999
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
36,020	21.18	57,572	13.13	-21,552	74,350	17.61	-38,330	Group- Corporate	161,549	7.19	580,657	12.69	-419,108	629,554	14.25	-468,005
36,020	21.18	57,572	13.13	-21,552	74,350	17.61	-38,330	Total Group Revenue	161,549	7.19	580,657	12.69	-419,108	629,554	14.25	-468,005
329	0.19	0	0.00	329	619	0.15	-290	Guaranteed No-Show	10,184	0.45	0	0.00	10,184	11,214	0.25	-1,030
170,090	100.00	438,599	100.00	-268,510	422,265	100.00	-252,175	Total Rooms Revenue	2,245,982	100.00	4,576,152	100.00	-2,330,170	4,419,016	100.00	-2,173,034
ROOM STATISTICS																
163	9	906	27	-743	797	24	-634	Rack/ Premium Rooms	3,491	16	9,944	27	-6,453	9,236	26	-5,745
202	12	403	12	-201	546	17	-344	Corporate Rooms	4,192	19	4,912	13	-720	4,709	13	-517
860	49	973	29	-113	652	20	208	Discounts - Other Rooms	7,944	36	9,292	25	-1,348	8,619	24	-675
11	1	302	9	-291	309	9	-298	Government Rooms	1,195	5	2,805	8	-1,610	3,163	9	-1,968
201	12	336	10	-135	423	13	-222	Locally Negotiated Corporate Rooms	3,624	17	4,693	13	-1,069	4,661	13	-1,037
1,437	82	2,919	87	-1,482	2,727	83	-1,290	Total Transient Stats	20,446	93	31,645	87	-11,199	30,388	85	-9,942
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
309	18	436	13	-127	564	17	-255	Group- Corporate Rooms	1,447	7	4,855	13	-3,408	5,334	15	-3,887
309	18	436	13	-127	564	17	-255	Total Group Stats	1,447	7	4,855	13	-3,408	5,334	15	-3,887
1,746	100	3,355	100	-1,609	3,291	100	-1,545	TOTAL ROOM STATISTICS	21,893	100	36,500	100	-14,607	35,722	100	-13,829
Other Room Stats																
6	0	0	0	6	9	0	-3	Comp Rooms	37	0	0	0	37	123	0	-86
646	37	0	0	646	1,220	37	-574	Multiple Occupancy	7,346	34	0	0	7,346	12,009	34	-4,663

436	25	0	0	436	28	1	408 Out of Order Rooms	4,009	18	0	0	4,009	383	1	3,626
2,752	158	0	0	2,752	5,272	160	-2,520 # of Guests	33,337	152	0	0	33,337	55,154	154	-21,817

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
143.04		151.00		-7.96	149.49		-6.45	Rack/Premium ADR	138.59		150.09		-11.50	146.73		-8.14
103.79		121.39		-17.60	119.27		-15.48	Corporate ADR	111.43		122.64		-11.21	123.61		-12.18
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
86.42		125.00		-38.58	123.41		-36.99	Discount ADR	86.33		113.09		-26.76	112.59		-26.26
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
114.87		122.03		-7.16	124.35		-9.47	Government ADR	118.09		121.50		-3.41	120.41		-2.31
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
70.25		110.00		-39.75	107.62		-37.37	Local Negotiated ADR	85.29		108.46		-23.17	106.90		-21.61
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
93.07		130.54		-37.47	127.35		-34.29	Total Transient ADR	101.45		126.26		-24.81	124.33		-22.88
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
116.57		132.00		-15.43	131.83		-15.26	Group - Corporate ADR	111.64		119.61		-7.96	118.03		-6.38
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
116.57		132.00		-15.43	131.83		-15.26	Total Group ADR	111.64		119.61		-7.96	118.03		-6.38

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
4,767	2.73	7,134	2.13	-2,367	4,031	1.22	736	FD/ Guest Service Reps	44,647	2.04	77,608	2.13	-32,961	71,165	1.99	-26,518
3,489	2.00	3,783	1.13	-294	3,673	1.12	-184	Executive Housekeeper	38,136	1.74	41,798	1.15	-3,662	39,962	1.12	-1,826
0	0.00	2,227	0.66	-2,227	1,977	0.60	-1,977	Asst Exec Housekeeper/ Inspectress	4,725	0.22	24,867	0.68	-20,142	18,019	0.50	-13,294
9,268	5.31	15,809	4.71	-6,541	13,945	4.24	-4,677	Housekeepers	87,203	3.98	171,988	4.71	-84,785	167,978	4.70	-80,776
1,754	1.00	5,111	1.52	-3,357	5,667	1.72	-3,913	Housemen	32,033	1.46	57,077	1.56	-25,044	53,012	1.48	-20,979
0	0.00	3,383	1.01	-3,383	2,360	0.72	-2,360	Laundry	7,828	0.36	36,803	1.01	-28,975	30,765	0.86	-22,937
0	0.00	4,320	1.29	-4,320	4,257	1.29	-4,257	Comp Breakfast Hostess	11,136	0.51	48,240	1.32	-37,104	48,216	1.35	-37,080
0	0.00	1,139	0.34	-1,139	1,234	0.37	-1,234	Evening Social Host	2,889	0.13	12,719	0.35	-9,830	12,584	0.35	-9,694
3,454	1.98	3,202	0.95	252	3,218	0.98	236	Night Audit	35,488	1.62	35,751	0.98	-263	35,404	0.99	84
2,434	1.39	4,311	1.28	-1,877	3,420	1.04	-986	Payroll Taxes	25,828	1.18	46,471	1.27	-20,643	43,429	1.22	-17,601
274	0.16	1,152	0.34	-878	1,209	0.37	-936	Employee Benefits	8,235	0.38	12,672	0.35	-4,437	12,097	0.34	-3,862
4,932	2.82	925	0.28	4,007	713	0.22	4,219	Vacation /PTO	41,482	1.89	10,175	0.28	31,307	10,099	0.28	31,383
841	0.48	1,800	0.54	-959	1,765	0.54	-924	Holiday	4,965	0.23	9,400	0.26	-4,435	10,519	0.29	-5,553
0	0.00	150	0.04	-150	0	0.00	0	Bonus/Incentive Pay	0	0.00	1,650	0.05	-1,650	200	0.01	-200
31,212	17.88	54,446	16.23	-23,233	47,469	14.42	-16,257	Total P/R & R/Benefits- Rooms	344,595	15.74	587,219	16.09	-242,624	553,447	15.49	-208,853
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	134	0.04	-134	143	0.04	-143	Newspapers	351	0.02	1,460	0.04	-1,109	1,386	0.04	-1,035
2,786	1.60	12,414	3.70	-9,627	10,916	3.32	-8,130	Comp Breakfast	54,109	2.47	135,050	3.70	-80,941	129,171	3.62	-75,062
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast- Equipment	416	0.02	6,000	0.16	-5,584	1,729	0.05	-1,314
0	0.00	436	0.13	-436	879	0.27	-879	Rooms- Promotion	2,165	0.10	4,745	0.13	-2,580	5,061	0.14	-2,895
0	0.00	67	0.02	-67	0	0.00	0	Guest Transportation	0	0.00	730	0.02	-730	20	0.00	-20
0	0.00	369	0.11	-369	278	0.08	-278	Kitchen Furnishings	1,649	0.08	4,015	0.11	-2,366	4,478	0.13	-2,829
0	0.00	201	0.06	-201	0	0.00	0	Laundry Supplies	1,033	0.05	2,190	0.06	-1,157	2,109	0.06	-1,076
1,008	0.58	1,800	0.54	-792	1,775	0.54	-767	Linen Supplies	9,240	0.42	21,067	0.58	-11,827	17,743	0.50	-8,503
1,852	1.06	1,801	0.54	51	1,801	0.55	51	Cable TV	18,588	0.85	19,811	0.54	-1,223	19,702	0.55	-1,114
630	0.36	480	0.14	150	480	0.15	150	HSIA Support	5,327	0.24	5,275	0.14	53	5,425	0.15	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	3,620	0.17	10,100	0.28	-6,480	1,019	0.03	2,601
1,292	0.74	1,979	0.59	-687	1,257	0.38	35	Reservations Expense	13,916	0.64	21,535	0.59	-7,619	19,805	0.55	-5,889
1,368	0.78	3,556	1.06	-2,188	3,127	0.95	-1,759	Guest Room Supplies	20,341	0.93	38,690	1.06	-18,349	38,008	1.06	-17,666
151	0.09	637	0.19	-486	720	0.22	-569	Cleaning Supplies	3,559	0.16	6,935	0.19	-3,376	7,054	0.20	-3,495
1,153	0.66	570	0.17	583	382	0.12	771	Ecolab Core Supplies	4,963	0.23	6,195	0.17	-1,232	5,879	0.16	-915
0	0.00	5,368	1.60	-5,368	4,463	1.36	-4,463	Evening Social- Food	14,302	0.65	58,400	1.60	-44,098	55,558	1.56	-41,256
119	0.07	1,007	0.30	-888	981	0.30	-862	Evening Social- Beverage	2,728	0.12	10,950	0.30	-8,222	10,015	0.28	-7,287
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	163	0.01	0	0.00	163	90	0.00	73
3,263	1.87	11,206	3.34	-7,943	9,220	2.80	-5,957	Travel Agents Commission	64,943	2.97	121,910	3.34	-56,967	117,988	3.30	-53,046
0	0.00	300	0.09	-300	300	0.09	-300	Uniforms	545	0.02	7,300	0.20	-6,755	2,024	0.06	-1,479
0	0.00	500	0.15	-500	0	0.00	0	Contract Cleaning	0	0.00	2,000	0.05	-2,000	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	729	0.02	-729
0	0.00	0	0.00	0	0	0.00	0	COVID 19 Supplies	2,974	0.14	0	0.00	2,974	0	0.00	2,974

13,624	7.80	42,825	12.76	-29,202	36,721	11.16	-23,098	Total Operating - Rooms	224,933	10.27	484,358	13.27	-259,425	444,992	12.46	-220,059
44,836	25.68	97,271	28.99	-52,435	84,191	25.58	-39,355	Total Expenses- Rooms	569,527	26.01	1,071,576	29.36	-502,049	998,439	27.95	-428,912
125,254	71.74	341,328	101.74	-216,075	338,074	102.73	-212,820	Net Income- Rooms	1,676,454	76.57	3,504,576	96.02	-1,828,121	3,420,577	95.76	-1,744,122

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 For Property: HWS Raleigh Crabtree
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:22:19 AM

Page 7 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/14/2020 at 11:22:19 AM

Page 9 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
For Property: HWS Raleigh Crabtree
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 For Property: HWS Raleigh Crabtree
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
3	0.00	0	0.00	3	3	0.00	-1	Local	121	0.00	0	0.00	121	56	0.00	65
3	0.00	15	0.00	-12	4	0.00	-2	Long Distance	148	0.00	165	0.00	-17	119	0.00	29
149	0.00	175	0.00	-27	74	0.00	74	Internet Access Fees	802	0.00	1,925	0.00	-1,123	1,577	0.00	-775
154	0.00	190	0.00	-36	82	0.00	72	Total Phone Revenues	1,071	0.00	2,090	0.00	-1,019	1,753	0.00	-681
COS- Communication																
1,104	0.62	600	0.13	504	592	0.14	512	COS-Local	8,680	0.37	6,600	0.14	2,080	6,381	0.14	2,299
1,234	831.25	1,300	742.86	-66	1,291	1,739.21	-57	COS-HSIA ISP	13,655	1,702.74	14,300	742.86	-645	14,244	903.07	-589
2,339	0.00	1,900	0.00	439	1,883	0.00	455	Total COS- Comm	22,335	0.00	20,900	0.00	1,435	20,625	0.00	1,710
-2,185	0.00	-1,710	0.00	-475	-1,802	0.00	-383	Gross Margin- Comm	-21,264	0.00	-18,810	0.00	-2,454	-18,872	0.00	-2,392
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,042	0.00	1,100	0.00	-58	1,100	0.00	-58
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	217	0.00	0	0.00	217	0	0.00	217
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,259	0.00	1,100	0.00	159	1,100	0.00	159
2,285	0.00	1,810	0.00	475	1,902	0.00	383	N.I.- Comm Dept	22,522	0.00	19,910	0.00	2,612	19,972	0.00	2,550

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 For Property: HWS Raleigh Crabtree
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	200	3.66	-200	35	0.73	-35	Laundry/Valet	102	0.24	2,200	3.69	-2,098	2,718	4.92	-2,617
0	0.00	0	0.00	0	3,754	78.98	-3,754	Gift Shop Sales	0	0.00	0	0.00	0	37,173	67.23	-37,173
201	5.75	340	6.22	-139	232	4.88	-31	Vending	2,139	5.15	3,740	6.27	-1,601	3,473	6.28	-1,333
1,050	29.95	0	0.00	1,050	150	3.16	900	Pet Fees	8,937	21.53	0	0.00	8,937	800	1.45	8,137
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	15	0.04	0	0.00	15	108	0.19	-93
241	6.89	750	13.72	-509	372	7.82	-130	Late Cancellation Income	3,087	7.44	8,250	13.83	-5,163	8,122	14.69	-5,035
150	4.28	250	4.57	-100	210	4.43	-60	Smoking Fee	2,907	7.00	2,750	4.61	157	2,898	5.24	8
1,491	42.55	2,751	50.34	-1,260	0	0.00	1,491	Market Sales	18,476	44.51	29,930	50.18	-11,454	0	0.00	18,476
371	10.58	1,174	21.49	-803	0	0.00	371	Market Sales- Beer/Wine	5,845	14.08	12,775	21.42	-6,930	0	0.00	5,845
3,505	100.00	5,465	100.00	-1,960	4,753	100.00	-1,248	Total Miscellaneous Revenues	41,507	100.00	59,645	100.00	-18,138	55,292	100.00	-13,785
COSales- Miscellaneous																
0	0.00	180	90.00	-180	35	100.00	-35	COS-Laundry/Valet	171	167.98	1,980	90.00	-1,809	2,620	96.38	-2,449
0	0.00	0	0.00	0	1,549	41.27	-1,549	COS-Gift Shop	0	0.00	0	0.00	0	21,616	58.15	-21,616
917	61.47	1,376	50.00	-459	0	0.00	917	COS- Market	9,099	49.25	14,965	50.00	-5,866	0	0.00	9,099
68	1.93	352	6.45	-285	0	0.00	68	COS- Market Beer/Wine	1,810	4.36	3,827	6.42	-2,016	105	0.19	1,705
984	28.09	1,908	34.91	-923	1,584	33.32	-599	Total COS- Miscellaneous	11,080	26.69	20,772	34.83	-9,691	24,341	44.02	-13,261
2,220	68.71	8,300	75.11	-6,080	5,542	90.40	-3,322	Banquet Room Rental	25,359	85.41	79,600	73.53	-54,241	77,474	71.98	-52,115
1,011	31.29	2,400	21.72	-1,389	386	6.29	625	Banquet Room F & B	3,655	12.31	24,800	22.91	-21,145	25,478	23.67	-21,823
0	0.00	350	3.17	-350	203	3.32	-203	Banquet Room AV Rental	675	2.27	3,850	3.56	-3,175	4,683	4.35	-4,008
3,231	100.00	11,050	100.00	-7,819	6,131	100.00	-2,900	Total Meeting Room Revenues	29,689	100.00	108,250	100.00	-78,561	107,635	100.00	-77,946
Cost of Sales- Meeting Room																
378	11.71	960	8.69	-582	809	13.19	-430	COS-Banquet Room F & B	1,256	4.23	9,920	9.16	-8,664	12,265	11.40	-11,009
78	2.41	482	4.36	-404	402	6.55	-324	COS-Banquet Room AV	1,518	5.11	4,720	4.36	-3,202	4,832	4.49	-3,314
5,295	151.07	13,166	240.89	-7,870	8,089	170.21	-2,794	Total Miscellaneous Profit	57,342	138.15	132,484	222.12	-75,142	121,489	219.72	-64,147

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 For Property: HWS Raleigh Crabtree
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,990	3.39	6,773	1.49	-783	6,593	1.52	-604	General Manager	68,514	2.96	74,629	1.57	-6,115	72,046	1.57	-3,532
2,753	1.56	3,798	0.83	-1,045	3,687	0.85	-934	Assistant General Manager	37,730	1.63	42,072	0.89	-4,342	39,288	0.86	-1,558
3,022	1.71	0	0.00	3,022	0	0.00	3,022	Operations Manager	3,022	0.13	0	0.00	3,022	0	0.00	3,022
122	0.07	985	0.22	-863	1,478	0.34	-1,356	Payroll Taxes	9,706	0.42	9,149	0.19	557	9,344	0.20	361
1,057	0.60	1,180	0.26	-123	516	0.12	542	Employee Benefits	7,292	0.31	12,980	0.27	-5,688	9,688	0.21	-2,396
1,032	0.58	0	0.00	1,032	0	0.00	1,032	Vacation /PTO	15,908	0.69	0	0.00	15,908	3,458	0.08	12,450
620	0.35	0	0.00	620	480	0.11	140	Holiday	2,539	0.11	0	0.00	2,539	1,439	0.03	1,101
0	0.00	3,500	0.77	-3,500	1,289	0.30	-1,289	Bonus/Incentive Pay	3,702	0.16	14,000	0.30	-10,298	6,230	0.14	-2,529
14,596	8.25	16,236	3.57	-1,640	14,043	3.24	553	Total P/R & R/B- A&G	148,412	6.40	152,830	3.22	-4,418	141,493	3.09	6,919
Operating Expenses- A&G																
330	0.19	450	0.10	-120	441	0.10	-112	Employee Relations	1,944	0.08	5,500	0.12	-3,556	5,962	0.13	-4,018
2,000	1.13	2,000	0.44	0	2,000	0.46	0	Accounting Fees	22,000	0.95	22,000	0.46	0	22,000	0.48	0
1,714	0.97	1,466	0.32	248	1,614	0.37	100	Data Processing	19,638	0.85	18,536	0.39	1,102	20,016	0.44	-378
480	0.27	403	0.09	77	332	0.08	148	Office Supplies	3,576	0.15	4,380	0.09	-804	6,123	0.13	-2,547
44	0.02	44	0.01	0	44	0.01	0	Muzak	466	0.02	484	0.01	-18	581	0.01	-115
0	0.00	400	0.09	-400	427	0.10	-427	Travel & Lodging	2,803	0.12	6,650	0.14	-3,847	10,612	0.23	-7,810
0	0.00	40	0.01	-40	0	0.00	0	Meals and Entertainment	252	0.01	590	0.01	-338	374	0.01	-122
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	188	0.01	825	0.02	-637	525	0.01	-337
0	0.00	0	0.00	0	159	0.04	-159	Licenses and Permits	1,930	0.08	3,145	0.07	-1,215	3,613	0.08	-1,684
252	0.14	101	0.02	152	-130	-0.03	383	Postage	702	0.03	1,095	0.02	-393	1,099	0.02	-397
0	0.00	50	0.01	-50	0	0.00	0	Recruitment	979	0.04	1,700	0.04	-721	1,457	0.03	-478
163	0.09	200	0.04	-37	167	0.04	-4	Employment Screening/ Drug Testing	1,317	0.06	2,350	0.05	-1,033	2,109	0.05	-793
0	0.00	150	0.03	-150	50	0.01	-50	Training	1,635	0.07	3,400	0.07	-1,765	2,963	0.06	-1,328
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	1,767	0.04	-1,767
135	0.08	165	0.04	-30	150	0.03	-15	Dues/Subscriptions	1,382	0.06	3,075	0.06	-1,693	3,182	0.07	-1,800
4,178	2.36	11,565	2.54	-7,387	10,868	2.51	-6,690	Credit Card Commissions	47,148	2.03	120,552	2.54	-73,404	115,749	2.53	-68,601
6	0.00	0	0.00	6	-361	-0.08	367	Cash Over/Short	1,040	0.04	0	0.00	1,040	98	0.00	942
0	0.00	55	0.01	-55	0	0.00	0	Equipment Rental	111	0.00	605	0.01	-494	482	0.01	-371
359	0.20	500	0.11	-141	473	0.11	-115	Payroll Services	5,095	0.22	7,350	0.15	-2,255	7,867	0.17	-2,772
987	0.56	1,210	0.27	-223	1,504	0.35	-517	Bank Charges	13,666	0.59	13,310	0.28	356	16,135	0.35	-2,469
-124	-0.07	0	0.00	-124	520	0.12	-643	Chargebacks	610	0.03	0	0.00	610	5,333	0.12	-4,723
855	0.48	1,268	0.28	-413	1,387	0.32	-532	Workers Comp Insurance	10,991	0.47	15,408	0.32	-4,417	15,740	0.34	-4,749
11,379	6.44	20,141	4.43	-8,762	19,719	4.55	-8,340	Total Operating- A&G	137,471	5.93	230,955	4.87	-93,484	243,787	5.32	-106,316
25,975	14.69	36,377	7.99	-10,402	33,762	7.79	-7,787	Total Expenses- A&G	285,883	12.34	383,785	8.09	-97,902	385,280	8.41	-99,397

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,926	2.22	5,263	1.16	-1,337	3,577	0.83	349	Director of Sales	53,191	2.30	58,155	1.23	-4,964	52,146	1.14	1,045
0	0.00	0	0.00	0	60	0.01	-60	Sales Manager	87	0.00	0	0.00	87	220	0.00	-133
562	0.32	1,412	0.31	-851	1,091	0.25	-530	Revenue Management	8,004	0.35	15,534	0.33	-7,530	12,581	0.27	-4,577
0	0.00	172	0.04	-172	0	0.00	0	E Commerce Management	516	0.02	1,893	0.04	-1,377	0	0.00	516
-34	-0.02	2,570	0.56	-2,604	3,063	0.71	-3,097	Sales Coordinator	7,165	0.31	28,694	0.60	-21,529	24,298	0.53	-17,133
399	0.23	726	0.16	-327	894	0.21	-495	Payroll Taxes	4,944	0.21	7,565	0.16	-2,622	6,818	0.15	-1,875
567	0.32	1,125	0.25	-558	993	0.23	-425	Employee Benefits	10,674	0.46	12,375	0.26	-1,701	11,183	0.24	-509
1,720	0.97	0	0.00	1,720	1,490	0.34	230	Vacation / PTO	16,091	0.69	0	0.00	16,091	3,131	0.07	12,960
430	0.24	0	0.00	430	418	0.10	12	Holiday	2,138	0.09	0	0.00	2,138	1,819	0.04	319
0	0.00	950	0.21	-950	143	0.03	-143	Bonus/Incentive Pay	2,028	0.09	3,800	0.08	-1,772	3,755	0.08	-1,727
7,570	4.28	12,218	2.68	-4,648	11,730	2.71	-4,159	Total P/R & R/B- Sales	104,838	4.52	128,017	2.70	-23,178	115,950	2.53	-11,112
Operating Expenses- Sales																
0	0.00	0	0.00	0	50	0.01	-50	Printing & Stationary	-48	0.00	160	0.00	-208	164	0.00	-212
0	0.00	0	0.00	0	20	0.00	-20	Office Supplies	243	0.01	315	0.01	-72	225	0.00	19
0	0.00	100	0.02	-100	5	0.00	-5	Travel & Lodging	1,509	0.07	3,500	0.07	-1,991	2,274	0.05	-764
0	0.00	100	0.02	-100	0	0.00	0	Meals & Entertainment	206	0.01	1,100	0.02	-894	281	0.01	-74
0	0.00	200	0.04	-200	18	0.00	-18	Promotions	162	0.01	2,400	0.05	-2,238	1,914	0.04	-1,752
0	0.00	50	0.01	-50	50	0.01	-50	Telephone	100	0.00	550	0.01	-450	550	0.01	-450
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	80	0.00	-80	0	0.00	0
0	0.00	0	0.00	0	7	0.00	-7	Sales Training	1,787	0.08	2,375	0.05	-588	225	0.00	1,562
3,190	1.80	150	0.03	3,040	4	0.00	3,186	Dues & Subscriptions	9,437	0.41	9,079	0.19	358	8,159	0.18	1,278
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.00	-150	21	0.00	-21
0	0.00	0	0.00	0	271	0.06	-271	Display Advertising	0	0.00	0	0.00	0	658	0.01	-658
0	0.00	100	0.02	-100	450	0.10	-450	e Commerce Costs	250	0.01	1,100	0.02	-850	2,235	0.05	-1,985
642	0.36	1,501	0.33	-859	820	0.19	-178	Brand Paid Search	7,179	0.31	15,667	0.33	-8,487	14,150	0.31	-6,971
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	400	0.01	-400	30	0.00	-30
3,832	2.17	2,201	0.48	1,631	1,696	0.39	2,136	Total Operating- Sales	20,827	0.90	37,601	0.79	-16,774	30,885	0.67	-10,058
11,402	6.45	14,419	3.17	-3,017	13,425	3.10	-2,023	Total Expenses-Sales	125,665	5.42	165,617	3.49	-39,952	146,835	3.20	-21,170

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
 For Property: HWS Raleigh Crabtree
 00- Master P&L-CAPSTONE
 As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,008	1.19	-4,008	3,891	1.18	-3,891	Chief Engineer	11,482	0.52	44,404	1.22	-32,922	38,717	1.08	-27,235
170	0.10	2,749	0.82	-2,579	2,080	0.63	-1,909	General Maintenance	23,200	1.06	30,700	0.84	-7,500	42,863	1.20	-19,663
13	0.01	596	0.18	-584	577	0.18	-564	Payroll Taxes	3,612	0.16	6,493	0.18	-2,881	7,383	0.21	-3,772
207	0.12	513	0.15	-306	459	0.14	-251	Employee Benefits	3,194	0.15	5,643	0.15	-2,449	5,072	0.14	-1,879
0	0.00	257	0.08	-257	411	0.12	-411	Holiday	803	0.04	1,284	0.04	-481	1,835	0.05	-1,032
0	0.00	0	0.00	0	360	0.11	-360	Vacation /PTO	10,196	0.47	0	0.00	10,196	5,349	0.15	4,846
0	0.00	0	0.00	0	1,000	0.30	-1,000	Bonus/Incentive Pay	0	0.00	0	0.00	0	1,000	0.03	-1,000
390	0.22	8,123	2.42	-7,733	8,777	2.67	-8,387	Total P/R & Related Expenses- Maintenance	52,486	2.40	88,524	2.43	-36,038	102,220	2.86	-49,734
Operating Expenses- R & M																
0	0.00	268	0.08	-268	945	0.29	-945	Auto Expense	1,002	0.05	3,715	0.10	-2,714	3,993	0.11	-2,991
265	0.15	302	0.09	-37	0	0.00	265	Laundry Equipment	2,793	0.13	3,285	0.09	-492	3,117	0.09	-324
119	0.07	436	0.13	-317	318	0.10	-199	Building Maintenance	3,903	0.18	4,745	0.13	-842	3,266	0.09	636
37	0.02	302	0.09	-265	271	0.08	-234	Light Bulbs	1,694	0.08	5,280	0.14	-3,586	3,017	0.08	-1,323
34	0.02	302	0.09	-268	532	0.16	-497	Electrical & Mechanical	1,820	0.08	3,285	0.09	-1,465	3,167	0.09	-1,347
698	0.40	436	0.13	262	213	0.06	485	HVAC	784	0.04	4,745	0.13	-3,961	3,110	0.09	-2,326
393	0.22	637	0.19	-245	380	0.12	12	Plumbing & Boiler	2,008	0.09	6,935	0.19	-4,927	6,344	0.18	-4,337
0	0.00	0	0.00	0	257	0.08	-257	Pool	3,461	0.16	6,550	0.18	-3,089	4,864	0.14	-1,404
1,381	0.79	972	0.29	409	972	0.30	409	Grounds & Landscaping	4,297	0.20	13,648	0.37	-9,351	14,316	0.40	-10,019
612	0.35	400	0.12	212	800	0.24	-188	Furniture & Fixtures	1,968	0.09	8,324	0.23	-6,355	4,883	0.14	-2,915
0	0.00	67	0.02	-67	0	0.00	0	Painting	0	0.00	730	0.02	-730	323	0.01	-323
0	0.00	836	0.25	-836	0	0.00	0	Carpet & Floor	9	0.00	4,644	0.13	-4,636	2,501	0.07	-2,492
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	54	0.00	-54
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	500	0.01	-500	0	0.00	0
30	0.02	31	0.01	-1	32	0.01	-2	Telephone	334	0.02	341	0.01	-7	334	0.01	0
0	0.00	200	0.06	-200	0	0.00	0	Kitchen Equipment	166	0.01	2,200	0.06	-2,034	1,562	0.04	-1,397
97	0.06	34	0.01	63	0	0.00	97	Locks & Keys	97	0.00	365	0.01	-268	529	0.01	-432
220	0.13	167	0.05	54	0	0.00	220	Radio & TV	220	0.01	1,832	0.05	-1,612	1,114	0.03	-894
263	0.15	967	0.29	-704	277	0.08	-14	Exterminating	4,795	0.22	5,115	0.14	-319	8,518	0.24	-3,723
444	0.25	0	0.00	444	0	0.00	444	Maintenance Contracts	444	0.02	0	0.00	444	770	0.02	-326
292	0.17	215	0.06	76	209	0.06	83	Equipment Rental	2,562	0.12	2,368	0.06	194	1,915	0.05	647
1,761	1.01	2,000	0.60	-239	2,374	0.72	-613	Fire & Safety	11,622	0.53	9,800	0.27	1,822	10,828	0.30	794
169	0.10	405	0.12	-236	405	0.12	-236	Elevator	4,858	0.22	4,458	0.12	399	4,391	0.12	467
6,814	3.90	8,977	2.68	-2,162	7,986	2.43	-1,171	Total Operating - R & M	48,834	2.23	92,864	2.54	-44,030	82,915	2.32	-34,081
7,205	4.13	17,100	5.10	-9,895	16,763	5.09	-9,558	Total Expenses- R & M	101,320	4.63	181,388	4.97	-80,068	185,135	5.18	-83,815

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,044	2.89	7,900	2.35	-2,856	6,204	1.89	-1,160	Electricity	73,576	3.36	96,300	2.64	-22,724	91,109	2.55	-17,534
1,354	0.78	2,661	0.79	-1,307	1,473	0.45	-119	Gas	12,926	0.59	20,896	0.57	-7,970	19,660	0.55	-6,734
5,042	2.89	5,177	1.54	-135	5,340	1.62	-298	Water & Sewer	51,386	2.35	63,049	1.73	-11,663	62,306	1.74	-10,921
408	0.23	885	0.26	-477	885	0.27	-476	Waste Removal	5,497	0.25	8,230	0.23	-2,733	8,839	0.25	-3,342
11,848	6.79	16,623	4.95	-4,775	13,902	4.22	-2,053	Total Expenses- Utilities	143,384	6.55	188,475	5.16	-45,091	181,915	5.09	-38,530

12/14/2020 at 11:22:19 AM

Page 17 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,642	5.67	24,164	5.51	-14,523	23,245	5.50	-13,604	Franchise Fees/ Royalties	123,597	5.50	252,142	5.51	-128,545	243,466	5.51	-119,869
6,135	3.61	15,377	3.51	-9,242	14,792	3.50	-8,657	Advertising	78,653	3.50	160,454	3.51	-81,801	155,091	3.51	-76,439
3,444	2.02	10,596	2.42	-7,153	8,780	2.08	-5,336	Frequent Traveler	45,078	2.01	110,587	2.42	-65,509	111,631	2.53	-66,553
0	0.00	75	0.02	-75	0	0.00	0	Brand Guest Fees	0	0.00	825	0.02	-825	736	0.02	-736
-338	-0.20	0	0.00	-338	0	0.00	-338	Other Franchise Cost	-338	-0.02	0	0.00	-338	-344	-0.01	6
18,883	11.10	50,213	11.45	-31,330	46,817	11.09	-27,934	Total Franchise Fees Expense	246,990	11.00	524,008	11.45	-277,019	510,581	11.55	-263,591

12/14/2020 at 11:22:19 AM

Page 18 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,421	2.50	11,383	2.50	-6,962	10,829	2.50	-6,408	Management Fees	57,929	2.50	118,653	2.50	-60,724	114,658	2.50	-56,729
4,237	2.40	0	0.00	4,237	0	0.00	4,237	Management Fees- Owner	15,211	0.66	0	0.00	15,211	0	0.00	15,211
8,658	4.90	11,383	2.50	-2,724	10,829	2.50	-2,171	Total Management Fees Expense	73,140	3.16	118,653	2.50	-45,513	114,658	2.50	-41,518

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
39,776	22.49	39,776	8.74	0	38,711	8.94	1,065	Ground Lease	434,339	18.74	433,274	9.13	1,065	422,713	9.23	11,625
17,743	10.03	18,212	4.00	-469	17,743	4.10	0	FF & E Reserve	195,178	8.42	189,846	4.00	5,333	196,503	4.29	-1,325
17,891	10.12	17,891	3.93	0	16,137	3.73	1,754	Real Estate Tax	196,796	8.49	196,796	4.15	0	153,228	3.34	43,568
786	0.44	786	0.17	0	1,606	0.37	-820	Personal Property Tax	8,648	0.37	8,648	0.18	0	9,996	0.22	-1,349
5,504	3.11	5,176	1.14	328	4,946	1.14	558	Insurance	58,901	2.54	56,811	1.20	2,090	54,438	1.19	4,463
81,699	46.20	81,840	17.98	-141	79,143	18.27	2,556	TOTAL FIXED EXPENSES	893,861	38.58	885,373	18.66	8,488	836,879	18.26	56,983

12/14/2020 at 11:22:19 AM

Page 20 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,933	2.52	-10,933	Owners Expense	12,697	0.55	0	0.00	12,697	14,665	0.32	-1,968
61,717	34.90	0	0.00	61,717	61,717	14.25	0	Depreciation	678,887	29.30	0	0.00	678,887	678,887	14.82	0
4,293	2.43	0	0.00	4,293	4,293	0.99	0	Amortization Expense	47,223	2.04	0	0.00	47,223	47,223	1.03	0
49,475	27.98	49,475	10.87	0	49,170	11.35	305	Interest Expense	543,496	23.46	544,227	11.47	-731	548,140	11.96	-4,644
0	0.00	4,553	1.00	-4,553	4,331	1.00	-4,331	Asset Management Fee	7,348	0.32	47,461	1.00	-40,113	45,818	1.00	-38,470
0	0.00	0	0.00	0	1,660	0.38	-1,660	Extraordinary Expenses	4,513	0.19	0	0.00	4,513	10,533	0.23	-6,020
115,485	65.31	54,028	11.87	61,457	132,103	30.50	-16,618	Total Other	1,294,164	55.85	591,688	12.47	702,476	1,345,265	29.36	-51,101

12/14/2020 at 11:22:19 AM

Page 21 of 22

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,060		3,060		0	3,060		0	Total Rooms Available	34,170		34,170		0	34,068		102
318		2,564		-2,246	2,564		-2,246	Total Rooms Sold	8,232		23,609		-15,377	22,930		-14,698
10.39%		83.79%		-73.40%	83.79%		-73.40%	Occupancy %	24.09%		69.09%		-45.00%	67.31%		-43.22%
89.53		92.64		-3.11	92.64		-3.11	Average Rate	151.73		121.96		29.78	122.54		29.20
9.30		77.63		-68.32	77.63		-68.32	REVPAR	36.55		84.26		-47.71	82.47		-45.92
REVENUES																
28,471	97.32	237,535	97.79	-209,064	237,536	97.79	-209,065	ROOMS	1,249,077	97.31	2,879,289	98.01	-1,630,212	2,809,747	97.94	-1,560,670
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
785	2.68	5,373	2.21	-4,588	5,361	2.21	-4,576	MISCELLANEOUS	34,478	2.69	58,344	1.99	-23,866	59,127	2.06	-24,650
29,255	100.00	242,908	100.00	-213,653	242,897	100.00	-213,641	TOTAL REVENUES	1,283,555	100.00	2,937,633	100.00	-1,654,078	2,868,874	100.00	-1,585,319
DEPARTMENT EXPENSES																
19,295	67.77	68,795	28.96	-49,499	71,415	30.06	-52,119	ROOMS EXPENSE	285,527	22.86	693,124	24.07	-407,597	658,583	23.44	-373,056
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
653	83.24	1,852	34.48	-1,199	1,486	27.72	-833	MISCELLANEOUS EXPENSE	7,363	21.35	17,075	29.27	-9,713	16,952	28.67	-9,590
19,949	68.19	70,647	29.08	-50,699	72,901	30.01	-52,952	TOTAL DEPARTMENTAL EXPENSES	292,889	22.82	710,200	24.18	-417,310	675,535	23.55	-382,646
DEPARTMENTAL PROFIT																
9,175	32.23	168,740	71.04	-159,565	166,121	69.94	-156,946	ROOMS PROFIT	963,550	77.14	2,186,165	75.93	-1,222,614	2,151,164	76.56	-1,187,614
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
132	16.76	3,521	65.52	-3,389	3,874	72.28	-3,743	MISCELLANEOUS PROFIT	27,115	78.65	41,269	70.73	-14,153	42,175	71.33	-15,060
9,307	31.81	172,260	70.92	-162,954	169,996	69.99	-160,689	TOTAL DEPARTMENTAL PROFIT	990,666	77.18	2,227,433	75.82	-1,236,768	2,193,339	76.45	-1,202,673
13,275	45.38	24,575	10.12	-11,299	27,423	11.29	-14,147	A & G EXPENSE	207,405	16.16	289,049	9.84	-81,644	288,102	10.04	-80,697
1,889	6.46	1,867	0.77	22	2,020	0.83	-131	TELECOM	22,812	1.78	21,012	0.72	1,800	20,745	0.72	2,067
4,804	16.42	8,175	3.37	-3,371	8,065	3.32	-3,261	SALES & MARKETING EXPENSES	66,176	5.16	92,612	3.15	-26,436	87,577	3.05	-21,401
5,559	19.00	26,784	11.03	-21,225	24,514	10.09	-18,954	FRANCHISE FEES	161,014	12.54	327,282	11.14	-166,268	315,645	11.00	-154,631
10,086	34.48	13,317	5.48	-3,230	11,583	4.77	-1,497	MAINTENANCE EXPENSES	61,563	4.80	121,646	4.14	-60,083	107,387	3.74	-45,824
4,889	16.71	11,975	4.93	-7,086	12,284	5.06	-7,396	UTILITIES EXPENSE	78,825	6.14	134,349	4.57	-55,524	137,902	4.81	-59,078
40,503	138.45	86,692	35.69	-46,189	85,889	35.36	-45,386	TOTAL ADMIN EXPENSES	597,795	46.57	985,949	33.56	-388,154	957,358	33.37	-359,563
-31,196	-106.64	85,568	35.23	-116,765	84,107	34.63	-115,303	HOUSE PROFIT	392,871	30.61	1,241,484	42.26	-848,613	1,235,981	43.08	-843,110

FIXED EXPENSES																
4,967	16.98	6,076	2.50	-1,109	6,072	2.50	-1,105	MANAGEMENT FEES	47,310	3.69	73,470	2.50	-26,160	71,725	2.50	-24,415
48,062	164.28	49,947	20.56	-1,886	46,933	19.32	1,129	FIXED EXPENSES	521,730	40.65	555,317	18.90	-33,587	515,608	17.97	6,122
-84,225	-287.90	29,545	12.16	-113,770	31,102	12.80	-115,327	NET OPERATING INCOME	-176,170	-13.73	612,697	20.86	-788,867	648,648	22.61	-824,818
74,676	255.26	22,803	9.39	51,873	88,244	36.33	-13,568	Other	874,010	68.09	253,481	8.63	620,529	865,485	30.17	8,525
-158,901	-543.15	6,742	2.78	-165,643	-57,143	-23.53	-101,758	N.I. after Other	-1,050,180	-81.82	359,215	12.23	-1,409,395	-216,837	-7.56	-833,343
-106,295		6,742		-113,037	-4,537		-101,758	Cash before Depreciation/Amortization	-471,514		359,215		-830,729	361,829		-833,343

12/11/2020 at 7:21:34 AM

Page 1 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
9,052	31.79	67,228	28.30	-58,176	67,852	28.56	-58,800	Rack/ Premium	429,827	34.41	954,898	33.16	-525,071	946,738	33.69	-516,911
15,972	56.10	86,202	36.29	-70,230	85,965	36.19	-69,994	Discounts - Other	324,227	25.96	910,400	31.62	-586,173	881,015	31.36	-556,788
242	0.85	2,872	1.21	-2,630	3,248	1.37	-3,006	Government	47,916	3.84	121,242	4.21	-73,326	121,291	4.32	-73,375
395	1.39	39,691	16.71	-39,296	39,483	16.62	-39,088	Locally Negotiated Rate	169,809	13.59	482,885	16.77	-313,076	472,289	16.81	-302,480
-3,962	-13.92	0	0.00	-3,962	-2,464	-1.04	-1,498	Allowances	-21,084	-1.69	0	0.00	-21,084	-23,698	-0.84	2,614
0	0.00	1,878	0.79	-1,878	1,775	0.75	-1,775	Redemption Revenue	64,103	5.13	98,579	3.42	-34,476	102,450	3.65	-38,347
21,699	76.21	197,870	83.30	-176,171	195,859	82.45	-174,161	Total Transient Revenue	1,014,798	81.24	2,568,004	89.19	-1,553,206	2,500,085	88.98	-1,485,286
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
6,307	22.15	39,665	16.70	-33,358	39,229	16.51	-32,922	Group- Corporate	225,068	18.02	311,285	10.81	-86,217	296,104	10.54	-71,035
6,307	22.15	39,665	16.70	-33,358	39,229	16.51	-32,922	Total Group Revenue	225,068	18.02	311,285	10.81	-86,217	296,104	10.54	-71,035
465	1.63	0	0.00	465	2,448	1.03	-1,983	Guaranteed No-Show	9,211	0.74	0	0.00	9,211	13,559	0.48	-4,348
28,471	100.00	237,535	100.00	-209,064	237,536	100.00	-209,065	Total Rooms Revenue	1,249,077	100.00	2,879,289	100.00	-1,630,212	2,809,747	100.00	-1,560,670
ROOM STATISTICS																
76	24	590	23	-514	596	23	-520	Rack/ Premium Rooms	2,102	26	6,505	28	-4,403	6,441	28	-4,339
182	57	1,051	41	-869	1,050	41	-868	Discounts - Other Rooms	3,024	37	9,511	40	-6,487	9,172	40	-6,148
2	1	26	1	-24	29	1	-27	Government Rooms	275	3	797	3	-522	803	4	-528
5	2	462	18	-457	460	18	-455	Locally Negotiated Corporate Rooms	1,179	14	4,360	18	-3,181	4,216	18	-3,037
265	83	2,128	83	-1,863	2,135	83	-1,870	Total Transient Stats	6,580	80	21,173	90	-14,593	20,632	90	-14,052
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
53	17	436	17	-383	429	17	-376	Group- Corporate Rooms	1,652	20	2,436	10	-784	2,298	10	-646
53	17	436	17	-383	429	17	-376	Total Group Stats	1,652	20	2,436	10	-784	2,298	10	-646
318	100	2,564	100	-2,246	2,564	100	-2,246	TOTAL ROOM STATISTICS	8,232	100	23,609	100	-15,377	22,930	100	-14,698
Other Room Stats																
4	1	0	0	4	10	0	-6	Comp Rooms	59	1	0	0	59	73	0	-14
117	37	0	0	117	1,656	65	-1,539	Single Occupancy	3,889	47	0	0	3,889	13,894	61	-10,005
96	30	0	0	96	798	31	-702	Multiple Occupancy	1,488	18	0	0	1,488	6,643	29	-5,155

4	1	0	0	4	31	1	-27 GNS Stats	118	1	0	0	118	120	1	-2
633	199	0	0	633	47	2	586 Out of Order Rooms	2,608	32	0	0	2,608	863	4	1,745
743	234	0	0	743	5,331	208	-4,588 # of Guests	15,382	187	0	0	15,382	49,029	214	-33,647

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
119.11		114.00		5.11	113.85		5.26	Rack/Premium ADR	204.48		146.80		57.68	146.99		57.50
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
87.76		82.00		5.76	81.87		5.88	Discount ADR	107.22		95.72		11.50	96.05		11.16
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
121.00		112.00		9.00	112.00		9.00	Government ADR	174.24		152.16		22.08	151.05		23.19
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
79.00		86.00		-7.00	85.83		-6.83	Local Negotiated ADR	144.03		110.74		33.28	112.02		32.00
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
81.88		92.98		-11.10	91.74		-9.86	Total Transient ADR	154.22		121.29		32.94	121.18		33.05
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
119.00		91.00		28.00	91.44		27.56	Group - Corporate ADR	136.24		127.79		8.45	128.85		7.39
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
119.00		91.00		28.00	91.44		27.56	Total Group ADR	136.24		127.79		8.45	128.85		7.39

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,847	8.95	6,885	2.69	-4,038	7,476	2.92	-4,629	FD/ Guest Service Reps	24,169	2.94	75,188	3.18	-51,019	66,204	2.89	-42,034
2,176	6.84	2,438	0.95	-262	1,887	0.74	290	Executive Housekeeper	23,731	2.88	27,223	1.15	-3,492	24,230	1.06	-499
63	0.20	2,564	1.00	-2,502	2,612	1.02	-2,550	Asst Exec Housekeeper/ Inspectress	6,891	0.84	23,609	1.00	-16,718	24,905	1.09	-18,014
2,841	8.93	12,980	5.06	-10,139	13,233	5.16	-10,392	Housekeepers	38,109	4.63	119,906	5.08	-81,797	117,596	5.13	-79,487
323	1.02	3,365	1.31	-3,042	2,254	0.88	-1,931	Housemen	4,973	0.60	30,715	1.30	-25,742	22,666	0.99	-17,693
364	1.14	3,814	1.49	-3,450	3,435	1.34	-3,071	Laundry	12,524	1.52	36,200	1.53	-23,676	30,696	1.34	-18,172
0	0.00	2,620	1.02	-2,620	2,421	0.94	-2,421	Comp Breakfast Hostess	5,485	0.67	28,180	1.19	-22,695	20,856	0.91	-15,371
1,021	3.21	3,168	1.24	-2,147	3,161	1.23	-2,140	Night Audit	12,329	1.50	35,378	1.50	-23,049	36,939	1.61	-24,610
1,638	5.15	3,276	1.28	-1,638	2,786	1.09	-1,147	Payroll Taxes	13,186	1.60	32,534	1.38	-19,348	30,860	1.35	-17,674
593	1.86	1,565	0.61	-972	1,623	0.63	-1,030	Employee Benefits	8,699	1.06	17,215	0.73	-8,516	18,960	0.83	-10,262
1,041	3.27	900	0.35	141	1,773	0.69	-732	Vacation /PTO	24,923	3.03	9,900	0.42	15,023	14,778	0.64	10,145
803	2.52	1,222	0.48	-419	1,167	0.46	-364	Holiday	4,095	0.50	6,110	0.26	-2,015	6,057	0.26	-1,962
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	50	0.01	4,350	0.18	-4,300	4,001	0.17	-3,951
0	0.00	0	0.00	0	0	0.00	0	Contract Labor - Housekeepers	10,148	1.23	0	0.00	10,148	0	0.00	10,148
0	0.00	0	0.00	0	0	0.00	0	Contract Labor - Houseperson	1,134	0.14	0	0.00	1,134	0	0.00	1,134
0	0.00	0	0.00	0	0	0.00	0	Contract Labor - Laundry	6,607	0.80	0	0.00	6,607	0	0.00	6,607
13,709	43.11	44,797	17.47	-31,088	43,827	17.09	-30,117	Total P/R & R/Benefits- Rooms	197,055	23.94	446,508	18.91	-249,454	418,749	18.26	-221,694
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	128	0.05	-128	91	0.04	-91	Newspapers	238	0.03	1,180	0.05	-943	914	0.04	-676
830	2.61	12,051	4.70	-11,221	12,188	4.75	-11,358	Comp Breakfast	30,084	3.65	108,188	4.58	-78,105	103,545	4.52	-73,462
0	0.00	51	0.02	-51	538	0.21	-538	Comp Breakfast- Equipment	216	0.03	472	0.02	-256	985	0.04	-769
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	75	0.00	-75
0	0.00	51	0.02	-51	0	0.00	0	Laundry Supplies	318	0.04	472	0.02	-154	318	0.01	0
785	2.47	1,410	0.55	-625	1,274	0.50	-489	Linen Supplies	5,569	0.68	12,985	0.55	-7,416	13,278	0.58	-7,709
1,309	4.12	1,420	0.55	-111	1,309	0.51	0	Cable TV	6,830	0.83	15,620	0.66	-8,790	17,199	0.75	-10,369
0	0.00	0	0.00	0	0	0.00	0	HSIA Support	2,632	0.32	4,260	0.18	-1,628	3,060	0.13	-428
-72	-0.23	410	0.16	-482	120	0.05	-192	Reservations Expense	2,521	0.31	3,777	0.16	-1,257	3,614	0.16	-1,093
528	1.66	2,564	1.00	-2,036	3,160	1.23	-2,632	Guest Room Supplies	10,357	1.26	23,609	1.00	-13,252	24,171	1.05	-13,814
169	0.53	615	0.24	-446	404	0.16	-235	Cleaning Supplies	3,239	0.39	5,666	0.24	-2,427	5,263	0.23	-2,024
921	2.89	383	0.15	538	572	0.22	348	Ecolab Core Supplies	3,000	0.36	4,170	0.18	-1,170	4,998	0.22	-1,998
334	1.05	4,713	1.84	-4,379	7,634	2.98	-7,300	Travel Agents Commission	18,712	2.27	62,715	2.66	-44,004	60,643	2.64	-41,931
0	0.00	200	0.08	-200	298	0.12	-298	Uniforms	2,938	0.36	3,500	0.15	-562	1,772	0.08	1,166
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	280	0.03	0	0.00	280	0	0.00	280
781	2.46	0	0.00	781	0	0.00	781	COVID 19 Supplies	1,539	0.19	0	0.00	1,539	0	0.00	1,539
5,586	17.57	23,998	9.36	-18,412	27,588	10.76	-22,002	Total Operating - Rooms	88,472	10.75	246,616	10.45	-158,144	239,834	10.46	-151,362
19,295	60.68	68,795	26.83	-49,499	71,415	27.85	-52,119	Total Expenses- Rooms	285,527	34.68	693,124	29.36	-407,597	658,583	28.72	-373,056
9,175	28.85	168,740	65.81	-159,565	166,121	64.79	-156,946	Net Income- Rooms	963,550	117.05	2,186,165	92.60	-1,222,614	2,151,164	93.81	-1,187,614

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00	0	Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I. - Food Department	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:21:34 AM

Page 7 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

12/11/2020 at 7:21:34 AM

Page 9 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)
For Property: SpringHill Suites Naples (Capstone)
00- Master P&L-CAPSTONE
As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	-5	0.00	5
0	0.00	150	0.00	-150	0	0.00	0	Internet Access Fees	0	0.00	1,175	0.00	-1,175	948	0.00	-948
0	0.00	150	0.00	-150	0	0.00	0	Total Phone Revenues	0	0.00	1,175	0.00	-1,175	943	0.00	-943
COS- Communication																
847	2.89	945	0.39	-98	978	0.40	-131	COS-Local	10,994	0.86	10,395	0.35	599	9,646	0.34	1,348
0	0.00	30	0.00	-30	0	0.00	0	COS-Long Distance	0	0.00	330	0.00	-330	0	0.00	0
942	0.00	942	628.00	0	942	0.00	0	COS-HSIA ISP	10,465	0.00	10,362	881.87	103	10,977	1,157.77	-511
1,789	0.00	1,917	0.00	-128	1,920	0.00	-131	Total COS- Comm	21,460	0.00	21,087	0.00	373	20,623	0.00	837
-1,789	0.00	-1,767	0.00	-22	-1,920	0.00	131	Gross Margin- Comm	-21,460	0.00	-19,912	0.00	-1,548	-19,680	0.00	-1,780
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	960	0.00	1,100	0.00	-140	950	0.00	10
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	392	0.00	0	0.00	392	115	0.00	277
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,352	0.00	1,100	0.00	252	1,065	0.00	287
1,889	0.00	1,867	0.00	22	2,020	0.00	-131	N.I.- Comm Dept	22,812	0.00	21,012	0.00	1,800	20,745	0.00	2,067

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.39	-20	0	0.00		0 Laundry/Valet	84	0.26	220	0.41	-136	134	0.25	-50
0	0.00	205	4.02	-205	146	3.00	-146	Vending	188	0.58	1,942	3.59	-1,754	1,791	3.28	-1,603
0	0.00	0	0.00	0	0	0.00		0 Forfeiture Income	919	2.86	0	0.00	919	0	0.00	919
0	0.00	0	0.00	0	-3	-0.05		3 Miscellaneous	12	0.04	0	0.00	12	24	0.04	-13
290	42.42	800	15.69	-510	648	13.34	-358	Late Cancellation Income	16,733	52.04	14,185	26.21	2,548	15,090	27.64	1,644
0	0.00	150	2.94	-150	0	0.00		0 Smoking Fee	0	0.00	1,650	3.05	-1,650	1,150	2.11	-1,150
0	0.00	0	0.00	0	60	1.23		-60 Tax Discounts Earned	284	0.88	0	0.00	284	540	0.99	-256
272	39.77	2,436	47.78	-2,164	2,404	49.46	-2,132	Market Sales	8,367	26.02	22,429	41.44	-14,061	22,482	41.18	-14,115
122	17.81	1,487	29.17	-1,365	1,605	33.01	-1,483	Market Sales- Beer/Wine	5,569	17.32	13,693	25.30	-8,124	13,382	24.51	-7,813
685	100.00	5,098	100.00	-4,413	4,861	100.00	-4,176	Total Miscellaneous Revenues	32,157	100.00	54,119	100.00	-21,962	54,593	100.00	-22,436
COSales- Miscellaneous																
0	0.00	10	50.00	-10	21	0.00		-21 COS-Laundry/Valet	102	120.37	110	50.00	-8	64	47.85	37
0	0.00	0	0.00	0	0	0.00		0 COS-Vending Cost	314	0.98	0	0.00	314	474	0.87	-159
356	130.70	1,218	50.00	-862	857	35.64	-501	COS- Market	4,285	51.22	11,214	50.00	-6,929	10,770	47.91	-6,485
297	43.42	625	12.25	-327	608	12.51	-311	COS- Market Beer/Wine	2,661	8.28	5,751	10.63	-3,090	5,441	9.97	-2,780
653	95.40	1,852	36.34	-1,199	1,486	30.58	-833	Total COS- Miscellaneous	7,363	22.90	17,075	31.55	-9,713	16,749	30.68	-9,387
100	100.00	250	90.91	-150	500	100.00	-400	Banquet Room Rental	2,250	96.94	3,950	93.49	-1,700	4,127	91.00	-1,877
0	0.00	10	3.64	-10	0	0.00		0 Banquet Room F & B	21	0.90	110	2.60	-89	208	4.59	-187
0	0.00	15	5.45	-15	0	0.00		0 Banquet Room AV Rental	50	2.15	165	3.91	-115	200	4.41	-150
100	100.00	275	100.00	-175	500	100.00	-400	Total Meeting Room Revenues	2,321	100.00	4,225	100.00	-1,904	4,534	100.00	-2,213
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room AV	0	0.00	0	0.00	0	203	4.48	-203
132	19.21	3,521	69.06	-3,389	3,874	79.71	-3,743	Total Miscellaneous Profit	27,115	84.32	41,269	76.26	-14,153	42,175	77.25	-15,060

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,006	17.11	4,326	1.78	680	3,718	1.53	1,289	General Manager	41,117	3.20	47,026	1.60	-5,909	39,337	1.37	1,780
3,044	10.41	2,719	1.12	325	2,250	0.93	795	Assistant General Manager	25,842	2.01	29,949	1.02	-4,107	26,816	0.93	-974
1,197	4.09	1,735	0.71	-538	1,689	0.70	-492	Operations Manager	12,514	0.97	18,967	0.65	-6,453	23,226	0.81	-10,712
752	2.57	730	0.30	22	811	0.33	-58	Payroll Taxes	7,144	0.56	7,977	0.27	-834	7,895	0.28	-751
273	0.93	694	0.29	-421	1,243	0.51	-971	Employee Benefits	5,900	0.46	7,634	0.26	-1,734	7,424	0.26	-1,524
98	0.33	0	0.00	98	600	0.25	-502	Vacation /PTO	9,639	0.75	0	0.00	9,639	3,785	0.13	5,854
418	1.43	0	0.00	418	498	0.20	-79	Holiday	2,428	0.19	0	0.00	2,428	2,339	0.08	89
0	0.00	458	0.19	-458	1,257	0.52	-1,257	Bonus/Incentive Pay	4,016	0.31	5,038	0.17	-1,022	5,016	0.17	-1,000
10,788	36.88	10,662	4.39	127	12,065	4.97	-1,276	Total P/R & R/B- A&G	108,599	8.46	116,591	3.97	-7,992	115,837	4.04	-7,238
Operating Expenses- A&G																
0	0.00	350	0.14	-350	335	0.14	-335	Employee Relations	542	0.04	4,650	0.16	-4,108	3,987	0.14	-3,445
2,000	6.84	2,000	0.82	0	2,000	0.82	0	Accounting Fees	22,000	1.71	22,000	0.75	0	22,000	0.77	0
1,994	6.82	900	0.37	1,094	1,727	0.71	267	Data Processing	11,540	0.90	10,549	0.36	991	10,682	0.37	857
37	0.13	513	0.21	-476	526	0.22	-490	Office Supplies	1,829	0.14	4,722	0.16	-2,892	4,212	0.15	-2,382
152	0.52	76	0.03	76	76	0.03	76	Muzak	608	0.05	836	0.03	-228	835	0.03	-227
0	0.00	270	0.11	-270	46	0.02	-46	Travel & Lodging	1,151	0.09	4,200	0.14	-3,049	4,575	0.16	-3,424
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	35	0.00	0	0.00	35	79	0.00	-44
0	0.00	53	0.02	-53	65	0.03	-65	Telephone	137	0.01	578	0.02	-440	622	0.02	-485
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,763	0.22	2,724	0.09	39	3,061	0.11	-298
13	0.05	70	0.03	-57	43	0.02	-30	Postage	320	0.02	1,040	0.04	-720	989	0.03	-669
0	0.00	0	0.00	0	0	0.00	0	Recruitment	729	0.06	828	0.03	-99	1,229	0.04	-500
0	0.00	180	0.07	-180	114	0.05	-114	Employment Screening/ Drug Testing	840	0.07	1,980	0.07	-1,140	1,290	0.04	-450
0	0.00	75	0.03	-75	674	0.28	-674	Training	1,119	0.09	2,525	0.09	-1,406	3,891	0.14	-2,772
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	1,203	0.04	-1,203
0	0.00	0	0.00	0	401	0.17	-401	Security Service	802	0.06	2,078	0.07	-1,276	2,543	0.09	-1,741
135	0.46	165	0.07	-30	210	0.09	-75	Dues/Subscriptions	1,382	0.11	1,865	0.06	-483	2,702	0.09	-1,320
-3,375	-11.53	6,368	2.62	-9,743	6,231	2.57	-9,606	Credit Card Commissions	30,147	2.35	76,997	2.62	-46,849	74,944	2.61	-44,796
0	0.00	0	0.00	0	88	0.04	-88	Cash Over/Short	-491	-0.04	0	0.00	-491	41	0.00	-532
27	0.09	30	0.01	-3	0	0.00	27	Equipment Rental	270	0.02	330	0.01	-60	0	0.00	270
131	0.45	365	0.15	-234	581	0.24	-450	Payroll Services	3,030	0.24	5,770	0.20	-2,740	6,129	0.21	-3,099
548	1.87	1,075	0.44	-527	840	0.35	-292	Bank Charges	9,089	0.71	11,825	0.40	-2,736	11,275	0.39	-2,186
0	0.00	0	0.00	0	87	0.04	-87	Chargebacks	504	0.04	0	0.00	504	87	0.00	417
825	2.82	1,424	0.59	-599	1,312	0.54	-487	Workers Comp Insurance	10,460	0.81	16,962	0.58	-6,502	15,889	0.55	-5,429
2,487	8.50	13,913	5.73	-11,426	15,358	6.32	-12,871	Total Operating- A&G	98,806	7.70	172,457	5.87	-73,652	172,265	6.00	-73,459
13,275	45.38	24,575	10.12	-11,299	27,423	11.29	-14,147	Total Expenses- A&G	207,405	16.16	289,049	9.84	-81,644	288,102	10.04	-80,697

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
3,332	11.39	2,976	1.23	356	2,770	1.14	562	Director of Sales	28,352	2.21	32,969	1.12	-4,617	29,470	1.03	-1,118
0	0.00	0	0.00	0	18	0.01	-18	Sales Manager	33	0.00	0	0.00	33	115	0.00	-81
358	1.22	903	0.37	-544	732	0.30	-373	Revenue Management	5,106	0.40	9,928	0.34	-4,823	8,397	0.29	-3,292
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.04	1,893	0.06	-1,377	0	0.00	516
130	0.44	974	0.40	-844	1,501	0.62	-1,371	Sales Coordinator	4,539	0.35	10,880	0.37	-6,341	14,604	0.51	-10,064
233	0.80	319	0.13	-86	335	0.14	-102	Payroll Taxes	2,723	0.21	3,538	0.12	-815	3,438	0.12	-715
350	1.20	706	0.29	-356	687	0.28	-337	Employee Benefits	5,222	0.41	7,766	0.26	-2,544	7,799	0.27	-2,577
100	0.34	0	0.00	100	0	0.00	100	Vacation / PTO	5,421	0.42	0	0.00	5,421	1,906	0.07	3,515
200	0.68	0	0.00	200	200	0.08	0	Holiday	1,108	0.09	0	0.00	1,108	911	0.03	197
0	0.00	212	0.09	-212	409	0.17	-409	Bonus/Incentive Pay	1,568	0.12	2,332	0.08	-764	1,442	0.05	126
4,703	16.08	6,262	2.58	-1,559	6,651	2.74	-1,948	Total P/R & R/B- Sales	54,588	4.25	69,307	2.36	-14,719	68,081	2.37	-13,493
Operating Expenses- Sales																
0	0.00	30	0.01	-30	0	0.00	0	Printing & Stationary	0	0.00	330	0.01	-330	106	0.00	-106
38	0.13	30	0.01	8	143	0.06	-105	Office Supplies	38	0.00	330	0.01	-292	412	0.01	-374
0	0.00	50	0.02	-50	100	0.04	-100	Travel & Lodging	115	0.01	1,425	0.05	-1,310	1,678	0.06	-1,562
0	0.00	50	0.02	-50	0	0.00	0	Meals & Entertainment	8	0.00	750	0.03	-742	552	0.02	-544
0	0.00	300	0.12	-300	548	0.23	-548	Promotions	763	0.06	3,110	0.11	-2,347	2,959	0.10	-2,196
0	0.00	25	0.01	-25	50	0.02	-50	Telephone	25	0.00	275	0.01	-250	300	0.01	-275
0	0.00	10	0.00	-10	0	0.00	0	Postage	0	0.00	110	0.00	-110	0	0.00	0
63	0.21	0	0.00	63	7	0.00	55	Sales Training	276	0.02	250	0.01	26	340	0.01	-64
0	0.00	515	0.21	-515	-23	-0.01	23	Dues & Subscriptions	3,197	0.25	4,430	0.15	-1,233	3,941	0.14	-744
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	1,800	0.14	2,100	0.07	-300	2,100	0.07	-300
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	77	0.01	0	0.00	77	0	0.00	77
0	0.00	200	0.08	-200	200	0.08	-200	e Commerce Costs	700	0.05	2,200	0.07	-1,500	2,218	0.08	-1,518
0	0.00	353	0.15	-353	389	0.16	-389	Brand Paid Search	3,267	0.25	4,145	0.14	-878	4,406	0.15	-1,140
0	0.00	250	0.10	-250	0	0.00	0	Internet Advertising	1,321	0.10	3,050	0.10	-1,729	463	0.02	858
0	0.00	100	0.04	-100	0	0.00	0	Collateral	0	0.00	500	0.02	-500	0	0.00	0
101	0.35	1,913	0.79	-1,812	1,414	0.58	-1,313	Total Operating- Sales	11,588	0.90	23,305	0.79	-11,717	19,496	0.68	-7,908
4,804	16.42	8,175	3.37	-3,371	8,065	3.32	-3,261	Total Expenses-Sales	66,176	5.16	92,612	3.15	-26,436	87,577	3.05	-21,401

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
1,320	4.15	2,496	0.97	-1,176	2,259	0.88	-939	Chief Engineer	7,133	0.87	27,132	1.15	-19,999	24,886	1.09	-17,752
2,500	7.86	3,357	1.31	-857	1,639	0.64	861	General Maintenance	12,366	1.50	37,487	1.59	-25,122	26,894	1.17	-14,529
400	1.26	448	0.17	-48	287	0.11	113	Payroll Taxes	2,038	0.25	4,893	0.21	-2,855	4,070	0.18	-2,032
51	0.16	561	0.22	-510	644	0.25	-593	Employee Benefits	1,745	0.21	6,171	0.26	-4,426	5,939	0.26	-4,193
190	0.60	125	0.05	65	161	0.06	29	Holiday	791	0.10	625	0.03	166	948	0.04	-157
100	0.31	0	0.00	100	198	0.08	-98	Vacation /PTO	3,445	0.42	0	0.00	3,445	1,955	0.09	1,490
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.02	-375
4,561	14.34	6,987	2.73	-2,426	5,188	2.02	-627	Total P/R & Related Expenses- Maintenance	27,519	3.34	76,308	3.23	-48,789	65,067	2.84	-37,548
Operating Expenses- R & M																
0	0.00	205	0.08	-205	361	0.14	-361	Laundry Equipment	101	0.01	1,889	0.08	-1,788	1,728	0.08	-1,627
66	0.21	308	0.12	-241	579	0.23	-513	Building Maintenance	3,313	0.40	2,833	0.12	480	2,233	0.10	1,080
316	0.99	205	0.08	111	132	0.05	184	Light Bulbs	1,007	0.12	1,889	0.08	-882	1,128	0.05	-121
0	0.00	77	0.03	-77	56	0.02	-56	Electrical & Mechanical	0	0.00	708	0.03	-708	341	0.01	-341
17	0.05	256	0.10	-239	100	0.04	-83	HVAC	1,915	0.23	2,361	0.10	-446	1,618	0.07	297
33	0.10	205	0.08	-172	451	0.18	-417	Plumbing & Boiler	633	0.08	1,889	0.08	-1,256	1,547	0.07	-915
0	0.00	325	0.13	-325	275	0.11	-275	Pool	2,908	0.35	3,575	0.15	-667	3,251	0.14	-343
970	3.05	1,000	0.39	-30	1,001	0.39	-31	Grounds & Landscaping	9,486	1.15	11,000	0.47	-1,514	11,344	0.49	-1,858
0	0.00	77	0.03	-77	234	0.09	-234	Furniture & Fixtures	222	0.03	708	0.03	-486	185	0.01	37
63	0.20	77	0.03	-14	13	0.00	50	Painting	387	0.05	708	0.03	-321	617	0.03	-229
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	904	0.11	4,000	0.17	-3,096	523	0.02	381
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	459	0.06	0	0.00	459	0	0.00	460
19	0.06	0	0.00	19	99	0.04	-79	Locks & Keys	1,082	0.13	1,000	0.04	82	1,642	0.07	-560
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	0	0.00	0	-400	-0.02	400
181	0.57	1,224	0.48	-1,043	1,529	0.60	-1,348	Exterminating	1,865	0.23	4,458	0.19	-2,593	6,662	0.29	-4,797
1,780	5.60	1,080	0.42	700	230	0.09	1,549	Fire & Safety	3,680	0.45	2,859	0.12	820	3,637	0.16	42
2,079	6.54	1,290	0.50	789	1,334	0.52	745	Elevator	6,080	0.74	5,460	0.23	620	6,264	0.27	-183
5,525	17.38	6,329	2.47	-804	6,395	2.49	-870	Total Operating - R & M	34,044	4.14	45,337	1.92	-11,293	42,320	1.85	-8,276
10,086	31.72	13,317	5.19	-3,230	11,583	4.52	-1,497	Total Expenses- R & M	61,563	7.48	121,646	5.15	-60,083	107,387	4.68	-45,824

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,103	9.76	4,624	1.80	-1,521	5,465	2.13	-2,362	Electricity	41,286	5.02	58,843	2.49	-17,557	56,552	2.47	-15,266
627	1.97	1,799	0.70	-1,172	1,530	0.60	-903	Gas	5,769	0.70	19,761	0.84	-13,992	17,054	0.74	-11,285
1,056	3.32	4,638	1.81	-3,582	4,514	1.76	-3,459	Water & Sewer	26,650	3.24	45,691	1.94	-19,041	54,411	2.37	-27,761
104	0.33	914	0.36	-810	775	0.30	-671	Waste Removal	5,119	0.62	10,054	0.43	-4,935	9,886	0.43	-4,766
4,889	15.37	11,975	4.67	-7,086	12,284	4.79	-7,396	Total Expenses- Utilities	78,825	9.58	134,349	5.69	-55,524	137,902	6.01	-59,078

12/11/2020 at 7:21:34 AM

Page 17 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
1,451	5.10	11,917	5.02	-10,466	11,877	5.00	-10,426	Franchise Fees/ Royalties	62,528	5.01	144,674	5.02	-82,146	140,476	5.00	-77,948
3,799	13.34	11,686	4.92	-7,887	11,848	4.99	-8,049	Advertising	73,770	5.91	141,861	4.93	-68,091	137,904	4.91	-64,133
199	0.70	3,181	1.34	-2,982	788	0.33	-589	Frequent Traveler	22,067	1.77	37,540	1.30	-15,472	34,945	1.24	-12,878
110	0.39	0	0.00	110	0	0.00	110	Brand Guest Fees	344	0.03	0	0.00	344	0	0.00	344
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	2,305	0.18	3,208	0.11	-903	2,320	0.08	-15
5,559	19.53	26,784	11.28	-21,225	24,514	10.32	-18,954	Total Franchise Fees Expense	161,014	12.89	327,282	11.37	-166,268	315,645	11.23	-154,631

12/11/2020 at 7:21:34 AM

Page 18 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
731	2.50	6,076	2.50	-5,345	6,072	2.50	-5,341	Management Fees	32,090	2.50	73,470	2.50	-41,380	71,725	2.50	-39,635
4,236	14.48	0	0.00	4,236	0	0.00	4,236	Management Fees- Owner	15,220	1.19	0	0.00	15,220	0	0.00	15,220
4,967	16.98	6,076	2.50	-1,109	6,072	2.50	-1,105	Total Management Fees Expense	47,310	3.69	73,470	2.50	-26,160	71,725	2.50	-24,415

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,842	91.75	26,842	11.05	0	26,124	10.76	718	Ground Lease	290,237	22.61	288,800	9.83	1,436	281,770	9.82	8,467
7,437	25.42	9,722	4.00	-2,285	7,437	3.06	0	FF & E Reserve	81,805	6.37	117,552	4.00	-35,747	92,913	3.24	-11,108
7,634	26.10	7,643	3.15	-9	7,268	2.99	366	Real Estate Tax	83,987	6.54	84,077	2.86	-90	79,948	2.79	4,039
1,526	5.22	1,526	0.63	0	2,081	0.86	-555	Personal Property Tax	16,788	1.31	16,788	0.57	0	14,935	0.52	1,853
4,622	15.80	4,213	1.73	409	4,023	1.66	599	Insurance	48,914	3.81	48,100	1.64	814	46,042	1.60	2,872
48,062	164.28	49,947	20.56	-1,886	46,933	19.32	1,129	TOTAL FIXED EXPENSES	521,730	40.65	555,317	18.90	-33,587	515,608	17.97	6,122

12/11/2020 at 7:21:34 AM

Page 20 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	10,857	4.47	-10,857	Owners Expense	27,636	2.15	0	0.00	27,636	23,081	0.80	4,555
50,397	172.27	0	0.00	50,397	50,397	20.75	0	Depreciation	554,367	43.19	0	0.00	554,367	554,367	19.32	0
2,209	7.55	0	0.00	2,209	2,209	0.91	0	Amortization Expense	24,299	1.89	0	0.00	24,299	24,299	0.85	0
20,372	69.64	20,372	8.39	0	20,246	8.34	126	Interest Expense	223,792	17.44	224,093	7.63	-301	225,705	7.87	-1,913
0	0.00	2,431	1.00	-2,431	2,429	1.00	-2,429	Asset Management Fee	9,029	0.70	29,388	1.00	-20,359	28,690	1.00	-19,661
0	0.00	0	0.00	0	2,106	0.87	-2,106	Extraordinary Expenses	19,605	1.53	0	0.00	19,605	19,115	0.67	490
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-9,772	-0.34	9,772
1,698		0		1,698	0		1,698	Ground Lease Tax	15,283		0		15,283	0		15,283
74,676	255.26	22,803	9.39	51,873	88,244	36.33	-13,568	Total Other	874,010	68.09	253,481	8.63	620,529	865,485	30.17	8,525

12/11/2020 at 7:21:34 AM

Page 21 of 22

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 11/30/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
6,090		6,090		6,090		68,005		68,005		67,802	
811		3,789		3,743		19,003		47,569		48,685	
13.32%		62.22%		61.46%		27.94%		69.95%		71.80%	
78.75		125.88		122.85		89.18		127.75		124.34	
10.49		78.32		75.51		24.92		89.36		89.28	
Revenue											
55,992.22	87.67%	312,959.00	65.61%	303,887.00	66.09%	1,160,487.70	68.48%	3,987,912.00	65.62%	4,056,175.48	67.00%
7,144.00	11.19%	134,835.00	28.27%	129,490.43	28.16%	275,107.21	16.23%	1,746,343.00	28.74%	1,680,100.55	27.75%
1,152.13	1.80%	29,169.00	6.12%	27,244.00	5.92%	273,970.53	16.17%	342,614.00	5.64%	354,941.39	5.86%
-	0.00%		0.00%	-	0.00%	80.75	0.00%		0.00%	1,856.58	0.03%
(419.11)	-0.66%	0.00	0.00%	(781.19)	-0.17%	(14,967.01)	-0.88%	0.00	0.00%	(39,409.36)	-0.65%
63,869.24	100.00%	476,963.00	100.00%	459,840.24	100.00%	1,694,679.18	100.00%	6,076,869.00	100.00%	6,053,664.64	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,955.20	6.19%	8,889.00	1.86%	8,069.16	1.75%	47,399.48	2.80%	99,385.00	1.64%	81,185.67	1.34%
9,584.80	15.01%	16,194.00	3.40%	17,050.85	3.71%	126,221.40	7.45%	169,469.00	2.79%	164,004.93	2.71%
-	0.00%	18,235.00	3.82%	16,836.35	3.66%	44,352.86	2.62%	217,645.00	3.58%	239,227.56	3.95%
4,237.82	6.64%	4,320.00	0.91%	4,594.71	1.00%	48,260.43	2.85%	47,948.00	0.79%	49,803.47	0.82%
-	0.00%	6,322.00	1.33%	3,979.36	0.87%	16,072.70	0.95%	69,220.00	1.14%	61,236.29	1.01%
12,372.59	19.37%	34,662.00	7.27%	31,262.76	6.80%	195,196.29	11.52%	412,905.00	6.79%	391,520.85	6.47%
30,150.41	47.21%	88,622.00	18.58%	81,793.19	17.79%	477,503.16	28.18%	1,016,572.00	16.73%	986,978.77	16.30%
-	0.00%	160.00	0.03%	100.00	0.02%	615.12	0.04%	1,830.00	0.03%	1,736.05	0.03%
30,150.41	47.21%	88,782.00	18.61%	81,893.19	17.81%	478,118.28	28.21%	1,018,402.00	16.76%	988,714.82	16.33%
Payroll-Related Expenses											
1,312.76	2.06%	4,553.00	0.95%	4,130.88	0.90%	24,905.32	1.47%	52,791.00	0.87%	50,241.67	0.83%
1,549.11	2.43%	3,668.00	0.77%	4,185.85	0.91%	16,111.72	0.95%	27,913.00	0.46%	36,219.74	0.60%
3,996.28	6.26%	7,926.00	1.66%	7,144.27	1.55%	69,342.76	4.09%	87,233.00	1.44%	83,855.19	1.39%
6,858.15	10.74%	16,147.00	3.39%	15,461.00	3.36%	110,359.80	6.51%	167,937.00	2.76%	170,316.60	2.81%
37,008.56	57.94%	104,929.00	22.00%	97,354.19	21.17%	588,478.08	34.73%	1,186,339.00	19.52%	1,159,031.42	19.15%
Other Expenses											
505.62	0.79%	1,326.00	0.28%	2,330.56	0.51%	10,137.79	0.60%	16,649.00	0.27%	18,309.81	0.30%
1,454.87	2.28%	4,850.00	1.02%	6,724.46	1.46%	25,361.70	1.50%	60,890.00	1.00%	65,937.63	1.09%
1,003.52	1.57%	1,667.00	0.35%	2,295.21	0.50%	15,123.14	0.89%	20,931.00	0.34%	22,715.98	0.38%
-	0.00%	1,705.00	0.36%	1,815.53	0.39%	5,806.12	0.34%	21,408.00	0.35%	23,858.43	0.39%
-	0.00%	189.00	0.04%	200.00	0.04%	3,200.00	0.19%	2,378.00	0.04%	2,342.72	0.04%
-	0.00%	189.00	0.04%	200.00	0.04%	365.00	0.02%	2,378.00	0.04%	2,338.00	0.04%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	4,434.10	0.07%
429.88	0.67%	1,497.00	0.31%	1,962.27	0.43%	8,758.63	0.52%	18,792.00	0.31%	20,595.04	0.34%
-	0.00%	0.00	0.00%	-	0.00%	1,380.96	0.08%	1,200.00	0.02%	1,881.77	0.03%
544.44	0.85%	3,978.00	0.83%	3,347.53	0.73%	21,486.33	1.27%	49,947.00	0.82%	46,879.84	0.77%
3,081.67	4.82%	3,082.00	0.65%	3,081.67	0.67%	32,763.67	1.93%	33,902.00	0.56%	34,174.41	0.56%
1,963.08	3.07%	13,355.00	2.80%	11,819.17	2.57%	59,059.84	3.49%	120,731.00	1.99%	120,488.64	1.99%
(485.55)	-0.76%	5,724.00	1.20%	5,257.20	1.14%	23,178.55	1.37%	63,621.00	1.05%	63,753.14	1.05%
211.70	0.33%	701.00	0.15%	724.50	0.16%	3,657.30	0.22%	8,803.00	0.14%	9,025.71	0.15%
250.43	0.39%	340.00	0.07%	337.95	0.07%	3,073.48	0.18%	3,740.00	0.06%	3,790.10	0.06%
-	0.00%	265.00	0.06%	47.69	0.01%	172.61	0.01%	3,329.00	0.05%	3,361.89	0.06%
8,959.66	14.03%	38,868.00	8.15%	40,143.74	8.73%	213,525.12	12.60%	428,699.00	7.05%	443,887.21	7.33%
45,968.22	71.97%	143,797.00	30.15%	137,497.93	29.90%	802,003.20	47.32%	1,615,038.00	26.58%	1,602,918.63	26.48%
\$17,901.02	28.03%	\$333,166.00	69.85%	\$322,342.31	70.10%	\$892,675.98	52.68%	\$4,461,831.00	73.42%	\$4,450,746.01	73.52%



2500 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Food Department Schedule											
Revenue											
86.03	0.99%	25,200.00	59.42%	19,809.42	48.91%	57,446.64	36.78%	289,214.00	42.23%	288,406.75	42.85%
5,843.11	67.35%	7,781.00	18.35%	10,882.27	26.87%	56,275.42	36.03%	270,891.00	39.56%	264,942.95	39.37%
-	0.00%	0.00	0.00%	(188.30)	-0.46%	(265.28)	-0.17%	0.00	0.00%	(1,052.75)	-0.16%
5,929.14	68.34%	32,981.00	77.77%	30,503.39	75.32%	113,456.78	72.64%	560,105.00	81.79%	552,296.95	82.06%
-	0.00%	325.00	0.77%	-	0.00%	2,440.00	1.56%	7,545.00	1.10%	6,965.00	1.03%
1,300.00	14.98%	6,000.00	14.15%	6,515.99	16.09%	22,203.49	14.22%	45,200.00	6.60%	43,496.98	6.46%
1,446.52	16.67%	3,103.00	7.32%	3,480.57	8.59%	18,094.85	11.58%	71,955.00	10.51%	70,254.66	10.44%
2,746.52	31.66%	9,428.00	22.23%	9,996.56	24.68%	42,738.34	27.36%	124,700.00	18.21%	120,716.64	17.94%
8,675.66	100.00%	42,409.00	100.00%	40,499.95	100.00%	156,195.12	100.00%	684,805.00	100.00%	673,013.59	100.00%
Cost of Food											
2,113.13	35.64%	13,193.00	40.00%	13,985.96	45.85%	48,309.01	42.58%	231,945.00	41.41%	232,425.54	42.08%
2,113.13	35.64%	13,193.00	40.00%	13,985.96	45.85%	48,309.01	42.58%	231,945.00	41.41%	232,425.54	42.08%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	0.23%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	1.30%
2,113.13	24.36%	13,193.00	31.11%	13,985.96	34.53%	48,309.01	30.93%	231,945.00	33.87%	233,990.42	34.77%
6,562.53	75.64%	29,216.00	68.89%	26,513.99	65.47%	107,886.11	69.07%	452,860.00	66.13%	439,023.17	65.23%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	1,649.00	3.89%	1,347.41	3.33%	4,425.48	2.83%	18,439.00	2.69%	16,283.76	2.42%
-	0.00%	6,126.00	14.45%	6,169.45	15.23%	15,155.39	9.70%	69,489.00	10.15%	69,445.64	10.32%
-	0.00%	7,082.00	16.70%	7,941.69	19.61%	20,078.32	12.85%	86,319.00	12.60%	86,528.79	12.86%
-	0.00%	1,832.00	4.32%	2,030.83	5.01%	2,923.12	1.87%	21,634.00	3.16%	21,930.62	3.26%
-	0.00%	1,044.00	2.46%	3,055.43	7.54%	8,532.42	5.46%	42,308.00	6.18%	47,360.27	7.04%
-	0.00%	1,862.00	4.39%	2,454.33	6.06%	8,571.78	5.49%	43,174.00	6.30%	44,277.75	6.58%
-	0.00%	4,219.00	9.95%	4,382.21	10.82%	12,753.50	8.17%	55,529.00	8.11%	54,753.09	8.14%
-	0.00%	23,814.00	56.15%	27,381.35	67.61%	72,440.01	46.38%	336,892.00	49.20%	340,579.92	50.61%
-	0.00%	7.00	0.02%	-	0.00%	425.71	0.27%	100.00	0.01%	105.18	0.02%
-	0.00%	23,821.00	56.17%	27,381.35	67.61%	72,865.72	46.65%	336,992.00	49.21%	340,685.10	50.62%
Payroll-Related Expenses											
-	0.00%	1,668.00	3.93%	2,088.19	5.16%	7,851.27	5.03%	24,583.00	3.59%	27,389.16	4.07%
-	0.00%	2,057.00	4.85%	1,718.53	4.24%	3,707.71	2.37%	17,406.00	2.54%	15,713.38	2.33%
-	0.00%	1,986.00	4.68%	1,784.55	4.41%	4,446.64	2.85%	22,195.00	3.24%	20,518.68	3.05%
-	0.00%	5,711.00	13.47%	5,591.27	13.81%	16,005.62	10.25%	64,184.00	9.37%	63,621.22	9.45%
-	0.00%	29,532.00	69.64%	32,972.62	81.41%	88,871.34	56.90%	401,176.00	58.58%	404,306.32	60.07%
Other Expenses											
-	0.00%	59.00	0.14%	229.73	0.57%	310.59	0.20%	958.00	0.14%	1,101.18	0.16%
133.60	1.54%	297.00	0.70%	612.97	1.51%	1,219.72	0.78%	4,793.00	0.70%	7,932.23	1.18%
276.90	3.19%	1,251.00	2.95%	1,935.55	4.78%	5,713.80	3.66%	20,201.00	2.95%	21,594.68	3.21%
-	0.00%	161.00	0.38%	329.78	0.81%	774.24	0.50%	2,601.00	0.38%	2,769.71	0.41%
-	0.00%	-	0.00%	-	0.00%	317.85	0.20%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	55.59	0.01%
-	0.00%	150.00	0.35%	214.37	0.53%	560.06	0.36%	2,650.00	0.39%	2,709.64	0.40%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	450.00	0.07%	508.41	0.08%
-	0.00%	-	0.00%	-	0.00%	92.00	0.06%	-	0.00%	237.46	0.04%
410.50	4.73%	1,918.00	4.52%	3,322.40	8.20%	8,988.26	5.75%	31,653.00	4.62%	36,908.90	5.48%
410.50	4.73%	31,450.00	74.16%	36,295.02	89.62%	97,859.60	62.65%	432,829.00	63.20%	441,215.22	65.56%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
\$6,152.03	70.91%	(\$2,234.00)	-5.27%	(\$9,781.03)	-24.15%	\$10,026.51	6.42%	\$20,031.00	2.93%	(\$2,192.05)	-0.33%
Departmental Income (Loss)											



Current Month

250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Actual	Budget	Actual
November 2020	November 2020	November 2019

Beverage Department Schedule

Revenue					
-	0.00%	6,100.00	100.00%	6,352.50	100.00%
140.00	100.00%	0.00	0.00%	-	0.00%
140.00	100.00%	6,100.00	100.00%	6,352.50	100.00%
Other Revenue					
-	0.00%		0.00%		0.00%
-	0.00%	-	0.00%	-	0.00%
140.00	100.00%	6,100.00	100.00%	6,352.50	100.00%
-	0.00%	1,737.00	28.48%	2,153.96	33.91%
Cost of Other Revenue					
-	0.00%	-	0.00%	-	0.00%
-	0.00%	1,737.00	28.48%	2,153.96	33.91%
140.00	100.00%	4,363.00	71.52%	4,198.54	66.09%
Expenses					
Payroll and Related Expenses					
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
Payroll-Related Expenses					
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
Other Expenses					
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
\$140.00	100.00%	\$4,363.00	71.52%	\$4,198.54	66.09%

Year-To-Date					
Actual		Budget		Actual	
November 2020		November 2020		November 2019	
15,881.50	92.95%	85,986.00	96.16%	87,744.25	96.32%
1,120.00	6.55%	3,436.00	3.84%	3,351.50	3.68%
17,001.50	99.50%	89,422.00	100.00%	91,095.75	100.00%
85.00	0.50%		0.00%		0.00%
85.00	0.50%	-	0.00%	-	0.00%
17,086.50	100.00%	89,422.00	100.00%	91,095.75	100.00%
4,263.26	25.08%	23,748.00	26.56%	25,415.67	27.90%
-	0.00%	-	0.00%	-	0.00%
4,263.26	24.95%	23,748.00	26.56%	25,415.67	27.90%
12,823.24	75.05%	65,674.00	73.44%	65,680.08	72.10%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%
\$12,823.24	75.05%	\$65,674.00	73.44%	\$65,680.08	72.10%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



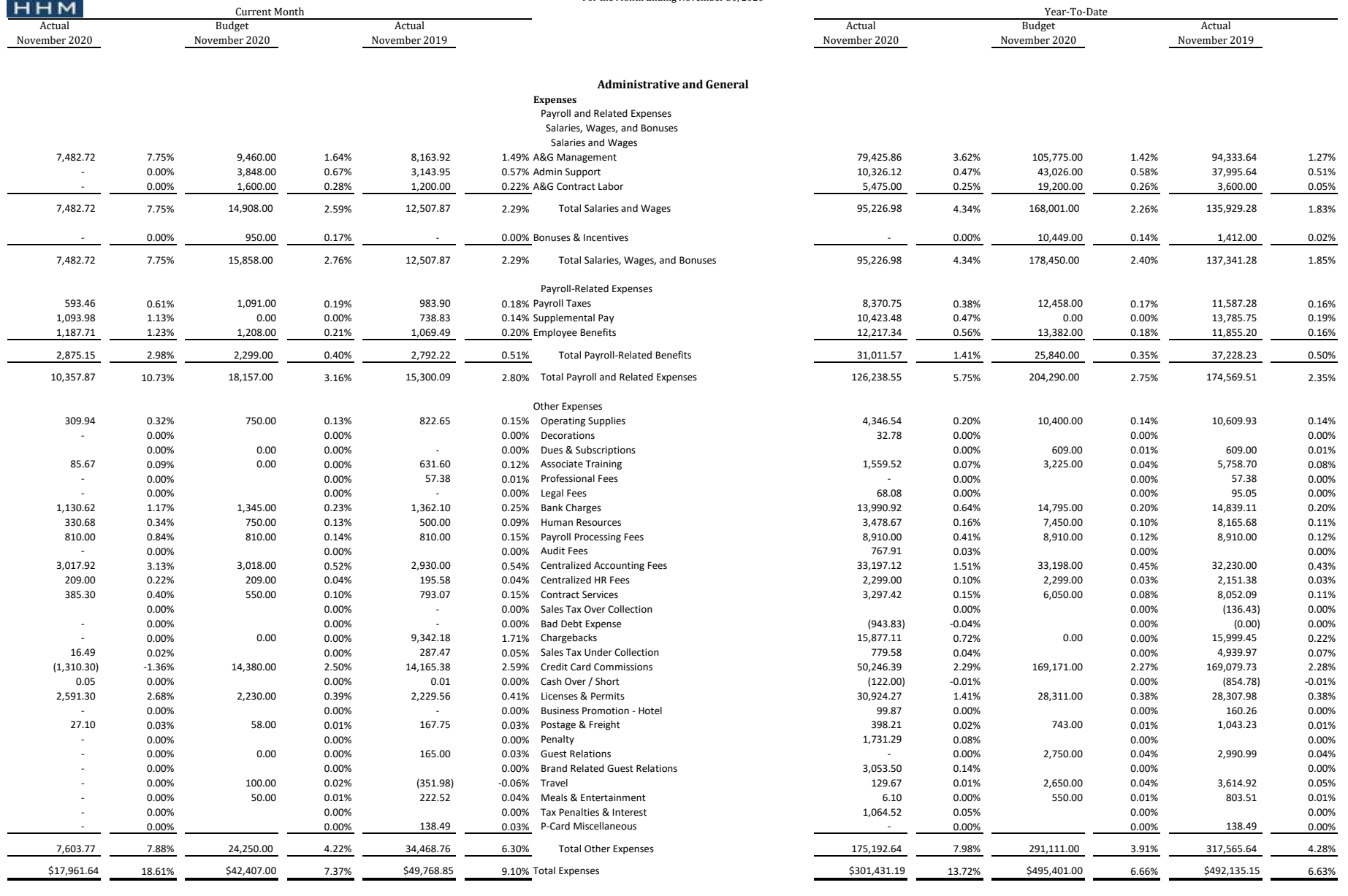
250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

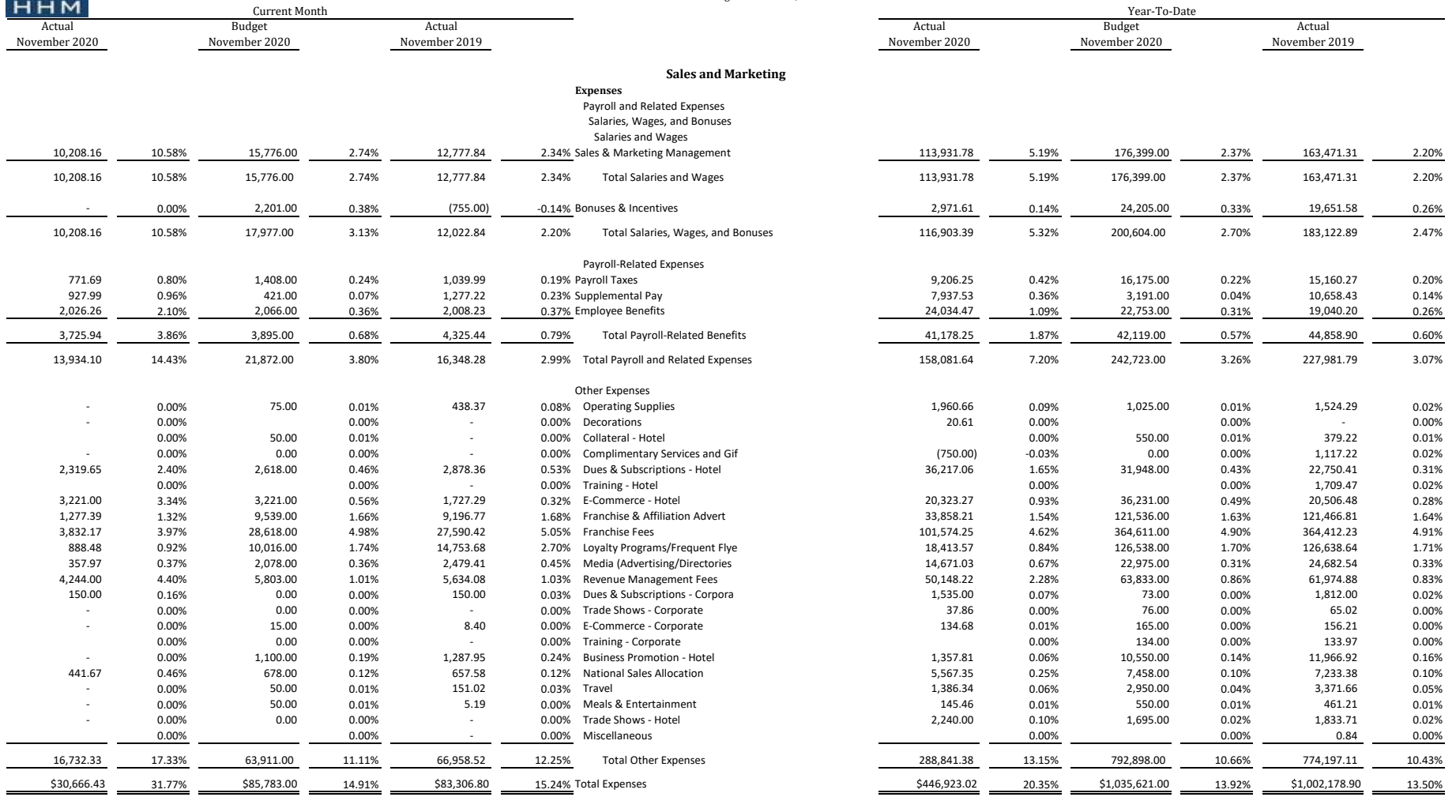
Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other / Miscellaneous											
Revenue											
12.00	0.20%		0.00%		0.00%	620.80	0.58%		0.00%		0.00%
18.00	0.30%	2,749.00	12.65%	2,870.24	17.14%	1,689.53	1.58%	45,410.00	16.51%	45,788.07	16.57%
301.99	5.02%	0.00	0.00%	-	0.00%	8,886.94	8.33%	0.00	0.00%	-	0.00%
215.84	3.59%	0.00	0.00%	-	0.00%	6,784.79	6.36%	0.00	0.00%	-	0.00%
-	0.00%	40.00	0.18%	93.00	0.56%	310.00	0.29%	678.00	0.25%	748.50	0.27%
152.01	2.53%	0.00	0.00%	4.83	0.03%	880.31	0.82%	0.00	0.00%	625.60	0.23%
5,316.52	88.37%	18,945.00	87.17%	13,780.36	82.28%	83,716.72	78.44%	228,955.00	83.24%	229,119.44	82.93%
-	0.00%		0.00%		0.00%	3,833.23	3.59%		0.00%		0.00%
6,016.36	100.00%	21,734.00	100.00%	16,748.43	100.00%	106,722.32	100.00%	275,043.00	100.00%	276,281.61	100.00%
Cost of Sales											
-	0.00%		0.00%	-	0.00%	-	0.00%		0.00%	113.84	0.00%
403.78	73.71%	1,361.00	49.51%	1,667.84	58.11%	10,304.15	57.30%	22,478.00	49.50%	23,461.86	51.24%
-	0.00%	30.00	75.00%	58.50	62.90%	54.50	17.58%	509.00	75.07%	581.95	77.75%
403.78	6.71%	1,391.00	6.40%	1,726.34	10.31%	10,358.65	9.71%	22,987.00	8.36%	24,157.65	8.74%
\$5,612.58	93.29%	\$20,343.00	93.60%	\$15,022.09	89.69%	\$96,363.67	90.29%	\$252,056.00	91.64%	\$252,123.96	91.26%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rentals and Other Income											
Revenue											
17,048.91	95.62%	23,674.00	84.63%	21,270.38	91.04%	204,638.11	92.24%	267,944.00	85.22%	278,884.69	84.96%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	0.01	0.00%
681.76	3.82%	4,000.00	14.30%	1,756.59	7.52%	13,811.45	6.23%	44,000.00	13.99%	47,596.10	14.50%
-	0.00%		0.00%	-	0.00%	13.40	0.01%		0.00%	(0.56)	0.00%
-	0.00%	36.00	0.13%	29.41	0.13%	1,753.19	0.79%	529.00	0.17%	515.88	0.16%
99.00	0.56%	265.00	0.95%	306.90	1.31%	1,648.35	0.74%	1,945.00	0.62%	1,262.25	0.38%
17,829.67	100.00%	27,975.00	100.00%	23,363.28	100.00%	221,864.50	100.00%	314,418.00	100.00%	328,258.37	100.00%
<u>\$17,829.67</u>	<u>100.00%</u>	<u>\$27,975.00</u>	<u>100.00%</u>	<u>\$23,363.28</u>	<u>100.00%</u>	<u>\$221,864.50</u>	<u>100.00%</u>	<u>\$314,418.00</u>	<u>100.00%</u>	<u>\$328,258.37</u>	<u>100.00%</u>







250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	7,555.00	1.31%	6,864.00	1.26%	21,979.84	1.00%	84,474.00	1.14%	71,214.00	0.96%
8,299.26	8.60%	12,374.00	2.15%	13,371.43	2.45%	103,069.56	4.69%	135,507.00	1.82%	119,918.89	1.62%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	10,106.02	0.14%
8,299.26	8.60%	19,929.00	3.46%	20,235.43	3.70%	125,049.40	5.69%	219,981.00	2.96%	201,238.91	2.71%
-	0.00%		0.00%		0.00%	163.95	0.01%		0.00%		0.00%
8,299.26	8.60%	19,929.00	3.46%	20,235.43	3.70%	125,213.35	5.70%	219,981.00	2.96%	201,238.91	2.71%
Payroll-Related Expenses											
662.72	0.69%	1,625.00	0.28%	1,692.99	0.31%	10,646.64	0.48%	18,631.00	0.25%	15,820.74	0.21%
473.23	0.49%	798.00	0.14%	1,489.49	0.27%	5,700.17	0.26%	5,778.00	0.08%	10,626.05	0.14%
799.46	0.83%	2,318.00	0.40%	2,157.20	0.39%	13,521.35	0.62%	25,508.00	0.34%	19,630.14	0.26%
1,935.41	2.00%	4,741.00	0.82%	5,339.68	0.98%	29,868.16	1.36%	49,917.00	0.67%	46,076.93	0.62%
10,234.67	10.60%	24,670.00	4.29%	25,575.11	4.68%	155,081.51	7.06%	269,898.00	3.63%	247,315.84	3.33%
Other Expenses											
182.89	0.19%	587.00	0.10%	1,425.46	0.26%	4,273.18	0.19%	7,372.00	0.10%	8,309.63	0.11%
451.76	0.47%	1,061.00	0.18%	1,945.16	0.36%	6,193.50	0.28%	13,321.00	0.18%	15,039.57	0.20%
1,042.30	1.08%	185.00	0.03%	-	0.00%	1,686.28	0.08%	2,322.00	0.03%	5,075.43	0.07%
21.67	0.02%	76.00	0.01%	118.90	0.02%	1,309.73	0.06%	953.00	0.01%	1,204.93	0.02%
997.62	1.03%	1,235.00	0.21%	1,235.04	0.23%	10,701.60	0.49%	14,785.00	0.20%	14,897.36	0.20%
605.15	0.63%	1,250.00	0.22%	1,014.65	0.19%	12,527.66	0.57%	13,750.00	0.18%	14,190.19	0.19%
1,435.00	1.49%	1,435.00	0.25%	1,345.61	0.25%	15,785.00	0.72%	15,785.00	0.21%	14,806.93	0.20%
-	0.00%		0.00%	-	0.00%	122.70	0.01%		0.00%	935.98	0.01%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	87.50	0.00%
-	0.00%	303.00	0.05%	1,467.99	0.27%	1,383.68	0.06%	3,805.00	0.05%	7,196.99	0.10%
1,715.72	1.78%	2,500.00	0.43%	1,350.09	0.25%	25,405.19	1.16%	27,500.00	0.37%	43,331.76	0.58%
196.01	0.20%	246.00	0.04%	430.59	0.08%	2,538.60	0.12%	3,092.00	0.04%	3,503.81	0.05%
631.40	0.65%	900.00	0.16%	1,002.03	0.18%	9,100.38	0.41%	16,041.00	0.22%	17,067.38	0.23%
516.25	0.53%	947.00	0.16%	862.38	0.16%	16,205.54	0.74%	11,894.00	0.16%	19,036.59	0.26%
66.63	0.07%	568.00	0.10%	994.75	0.18%	3,534.42	0.16%	7,137.00	0.10%	15,273.66	0.21%
(161.62)	-0.17%	1,700.00	0.30%	796.89	0.15%	15,695.29	0.71%	18,700.00	0.25%	22,169.13	0.30%
40.40	0.04%	284.00	0.05%	231.15	0.04%	1,243.00	0.06%	3,565.00	0.05%	3,832.79	0.05%
-	0.00%	3,545.00	0.62%	3,410.00	0.62%	14,032.38	0.64%	38,995.00	0.52%	40,209.91	0.54%
13.36	0.01%	530.00	0.09%	1,276.61	0.23%	14,024.08	0.64%	6,659.00	0.09%	8,859.95	0.12%
7,754.54	8.03%	17,352.00	3.02%	18,907.30	3.46%	155,762.21	7.09%	205,676.00	2.76%	255,029.49	3.44%
\$17,989.21	18.64%	\$42,022.00	7.31%	\$44,482.41	8.13%	\$310,843.72	14.15%	\$475,574.00	6.39%	\$502,345.33	6.77%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Utilities											
					Utilities						
6,251.31	6.48%	13,415.00	2.33%	7,956.95	1.46% Electricity	100,499.58	4.58%	131,528.00	1.77%	126,457.28	1.70%
2,290.90	2.37%	2,487.00	0.43%	4,006.51	0.73% Gas	17,718.11	0.81%	28,901.00	0.39%	29,719.51	0.40%
1,492.68	1.55%	3,886.00	0.68%	3,887.61	0.71% Water	29,348.86	1.34%	43,006.00	0.58%	43,800.46	0.59%
6,952.81	7.20%	8,568.00	1.49%	8,011.72	1.47% Sewer	62,207.95	2.83%	92,021.00	1.24%	92,666.95	1.25%
<u>\$16,987.70</u>	<u>17.60%</u>	<u>\$28,356.00</u>	<u>4.93%</u>	<u>\$23,862.79</u>	<u>4.36%</u> Total Utilities	<u>\$209,774.50</u>	<u>9.55%</u>	<u>\$295,456.00</u>	<u>3.97%</u>	<u>\$292,644.20</u>	<u>3.94%</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Management Fees											
Management Fees											
2,895.93	3.00%	17,200.00	2.99%	16,330.51	2.99%	65,639.28	2.99%	221,922.00	2.98%	221,341.09	2.98%
\$2,895.93	3.00%	\$17,200.00	2.99%	\$16,330.51	2.99%	\$65,639.28	2.99%	\$221,922.00	2.98%	\$221,341.09	2.98%
Total Management Fees											



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div><div>HHM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Non Operating Income												
Non Operating Income												
Interest Income												
	0.00%	0.00	0.00%	-	0.00%		0.00%	423.00	0.01%	422.65	0.01%	
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$423.00	0.01%	\$422.65	0.01%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
47,411.18	49.12%	47,411.00	8.24%	46,075.00	8.43%	521,522.98	23.74%	521,521.00	7.01%	506,825.00	6.83%
47,411.18	49.12%	47,411.00	8.24%	46,075.00	8.43%	521,522.98	23.74%	521,521.00	7.01%	506,825.00	6.83%
Property and Other Taxes											
20,822.00	21.57%	20,822.00	3.62%	20,822.00	3.81%	229,042.00	10.43%	229,042.00	3.08%	227,918.66	3.07%
20,822.00	21.57%	20,822.00	3.62%	20,822.00	3.81%	229,042.00	10.43%	229,042.00	3.08%	227,918.66	3.07%
Insurance											
10,796.30	11.18%	8,725.00	1.52%	9,251.45	1.69%	98,742.61	4.50%	95,975.00	1.29%	74,482.72	1.00%
483.00	0.50%	483.00	0.08%	469.00	0.09%	5,313.00	0.24%	5,313.00	0.07%	5,159.00	0.07%
6,797.86	7.04%	3,522.00	0.61%	3,550.92	0.65%	61,966.30	2.82%	38,742.00	0.52%	38,766.60	0.52%
18,077.16	18.73%	12,730.00	2.21%	13,271.37	2.43%	166,021.91	7.56%	140,030.00	1.88%	118,408.32	1.60%
\$86,310.34	89.41%	\$80,963.00	14.08%	\$80,168.37	14.66%	\$916,586.89	41.73%	\$890,593.00	11.97%	\$853,151.98	11.49%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
-	0.00%		0.00%	7.54	0.00%	Associate Meals	2.44	0.00%		0.00%	138.72	0.00%
(4,095.29)	-4.24%		0.00%	(3,678.78)	-0.67%	PTEB Allocation	(42,096.36)	-1.92%		0.00%	(41,996.96)	-0.57%
4,095.29	4.24%		0.00%	3,671.24	0.67%	Workers' Compension Insurance	42,093.92	1.92%		0.00%	41,858.24	0.56%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div>HMM</div> Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	-	0.00%	3,877.96	0.18%		0.00%	10,825.41	0.15%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$3,877.96	0.18%	\$0.00	0.00%	\$10,825.41	0.15%
Total Other Fixed Expenses											



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
4,260		4,260		4,260		47,570		47,570		47,428	
2,098		3,659		3,879		29,349		42,009		42,060	
49.25%		85.89%		91.06%		61.70%		88.31%		88.68%	
166.05		181.58		171.64		159.43		184.36		181.16	
81.78		155.96		156.29		98.36		162.80		160.65	
Revenue											
335,988.70	96.44%	616,921.00	92.86%	619,198.10	93.00%	4,508,878.58	96.36%	7,198,162.00	92.94%	7,192,316.73	94.39%
-	0.00%	47,470.00	7.14%	39,179.00	5.88%	93,643.69	2.00%	546,410.00	7.06%	341,352.05	4.48%
12,418.80	3.56%	0.00	0.00%	7,586.23	1.14%	83,039.59	1.77%	0.00	0.00%	86,187.98	1.13%
(25.82)	-0.01%	0.00	0.00%	(168.07)	-0.03%	(6,532.45)	-0.14%	0.00	0.00%	(338.01)	0.00%
348,381.68	100.00%	664,391.00	100.00%	665,795.26	100.00%	4,679,029.41	100.00%	7,744,572.00	100.00%	7,619,518.75	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,575.88	1.31%	4,959.00	0.75%	2,190.37	0.33%	51,854.68	1.11%	48,743.00	0.63%	28,915.69	0.38%
8,785.72	2.52%	16,241.00	2.44%	14,891.72	2.24%	100,105.06	2.14%	167,937.00	2.17%	147,071.35	1.93%
7,370.58	2.12%	21,740.00	3.27%	19,487.61	2.93%	130,183.60	2.78%	240,541.00	3.11%	201,212.51	2.64%
4,224.08	1.21%	4,697.00	0.71%	5,164.11	0.78%	51,954.15	1.11%	51,487.00	0.66%	56,391.96	0.74%
2,433.83	0.70%	8,825.00	1.33%	7,999.65	1.20%	46,723.98	1.00%	99,125.00	1.28%	91,943.42	1.21%
15,639.63	4.49%	21,187.00	3.19%	25,206.78	3.79%	204,780.51	4.38%	222,048.00	2.87%	286,025.61	3.75%
43,029.72	12.35%	77,649.00	11.69%	74,940.24	11.26%	585,601.98	12.52%	829,881.00	10.72%	811,560.54	10.65%
-	0.00%	349.00	0.05%	-	0.00%	1,041.46	0.02%	3,734.00	0.05%	3,984.92	0.05%
43,029.72	12.35%	77,998.00	11.74%	74,940.24	11.26%	586,643.44	12.54%	833,615.00	10.76%	815,545.46	10.70%
Payroll-Related Expenses											
2,021.30	0.58%	4,902.00	0.74%	4,399.38	0.66%	34,727.49	0.74%	58,740.00	0.76%	51,611.58	0.68%
2,928.66	0.84%	3,707.00	0.56%	3,223.23	0.48%	24,955.29	0.53%	28,951.00	0.37%	27,210.97	0.36%
3,465.60	0.99%	5,393.00	0.81%	5,093.20	0.76%	50,919.42	1.09%	59,292.00	0.77%	57,220.62	0.75%
8,415.56	2.42%	14,002.00	2.11%	12,715.81	1.91%	110,602.20	2.36%	146,983.00	1.90%	136,043.17	1.79%
51,445.28	14.77%	92,000.00	13.85%	87,656.05	13.17%	697,245.64	14.90%	980,598.00	12.66%	951,588.63	12.49%
Other Expenses											
945.40	0.27%	1,149.00	0.17%	1,456.07	0.22%	11,626.80	0.25%	13,190.00	0.17%	13,276.03	0.17%
1,610.25	0.46%	3,476.00	0.52%	3,469.51	0.52%	26,944.39	0.58%	39,909.00	0.52%	39,989.21	0.52%
(120.83)	-0.03%	2,525.00	0.38%	2,737.71	0.41%	15,920.44	0.34%	28,986.00	0.37%	27,920.01	0.37%
2,187.14	0.63%	2,781.00	0.42%	2,327.30	0.35%	21,360.66	0.46%	31,926.00	0.41%	31,100.47	0.41%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	50.72	0.00%
-	0.00%	439.00	0.07%	252.27	0.04%	1,138.79	0.02%	5,040.00	0.07%	4,777.95	0.06%
3,181.57	0.91%	10,977.00	1.65%	8,292.48	1.25%	68,027.36	1.45%	126,027.00	1.63%	125,621.30	1.65%
-	0.00%	-	0.00%	2,662.42	0.40%	3,988.71	0.09%	-	0.00%	18,923.70	0.25%
175.81	0.05%	1,354.00	0.20%	985.51	0.15%	12,466.15	0.27%	15,544.00	0.20%	14,929.31	0.20%
-	0.00%	-	0.00%	-	0.00%	303.00	0.01%	-	0.00%	356.98	0.00%
-	0.00%	183.00	0.03%	-	0.00%	17.00	0.00%	2,102.00	0.03%	4,986.24	0.07%
2,082.91	0.60%	2,050.00	0.31%	2,637.22	0.40%	33,316.64	0.71%	23,587.00	0.30%	29,547.29	0.39%
28,527.48	8.19%	28,901.00	4.35%	30,159.15	4.53%	206,496.44	4.41%	332,273.00	4.29%	349,243.11	4.58%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,000.00	0.01%	4,070.47	0.05%
6,054.14	1.74%	12,807.00	1.93%	13,987.85	2.10%	94,615.51	2.02%	147,034.00	1.90%	147,460.48	1.94%
207.66	0.06%	500.00	0.08%	483.50	0.07%	1,558.11	0.03%	5,500.00	0.07%	4,337.84	0.06%
-	0.00%	549.00	0.08%	610.16	0.09%	1,555.93	0.03%	6,302.00	0.08%	6,639.29	0.09%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	3.00	0.00%	2.86	0.00%
109.45	0.03%	124.00	0.02%	143.29	0.02%	706.95	0.02%	1,428.00	0.02%	1,198.98	0.02%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	32.48	0.00%
44,960.98	12.91%	67,815.00	10.21%	70,204.44	10.54%	500,042.88	10.69%	779,851.00	10.07%	824,464.72	10.82%
96,406.26	27.67%	159,815.00	24.05%	157,860.49	23.71%	1,197,288.52	25.59%	1,760,449.00	22.73%	1,776,053.35	23.31%
\$251,975.42	72.33%	\$504,576.00	75.95%	\$507,934.77	76.29%	\$3,481,740.89	74.41%	\$5,984,123.00	77.27%	\$5,843,465.40	76.69%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



Current Month

Actual	Budget	Actual
November 2020	November 2020	November 2019

200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Year-To-Date

Actual	Budget	Actual
November 2020	November 2020	November 2019

Food Department Schedule

Revenue												
-	0.00%	1,784.00	11.49%	746.12	5.07%	Outlet Food Revenue	1,861.33	6.14%	20,480.00	12.62%	16,973.99	11.23%
-	0.00%	5,000.00	32.21%	6,443.80	43.82%	Banquet/Catering Food Revenue	7,101.45	23.44%	50,500.00	31.12%	48,390.75	32.00%
	0.00%		0.00%	-	0.00%	Food Allowances		0.00%		0.00%	149.00	0.10%
-	0.00%	6,784.00	43.70%	7,189.92	48.89%	Total Food Revenue	8,962.78	29.59%	70,980.00	43.74%	65,513.74	43.33%
Other Revenue												
-	0.00%	1,045.00	6.73%	975.00	6.63%	Audiovisual	905.00	2.99%	10,963.00	6.76%	11,335.00	7.50%
2,200.00	81.97%	5,500.00	35.43%	4,050.00	27.54%	Public Room Rentals	16,104.46	53.16%	57,700.00	35.56%	52,709.00	34.86%
	0.00%		0.00%	-	0.00%	Meeting Room Rental-Tax Exempt		0.00%		0.00%	100.00	0.07%
484.00	18.03%	2,194.00	14.13%	2,490.14	16.93%	Banquet Service Charge	4,322.13	14.27%	22,640.00	13.95%	21,548.10	14.25%
2,684.00	100.00%	8,739.00	56.30%	7,515.14	51.11%	Total Other Revenue	21,331.59	70.41%	91,303.00	56.26%	85,692.10	56.67%
2,684.00	100.00%	15,523.00	100.00%	14,705.06	100.00%	Total Revenue	30,294.37	100.00%	162,283.00	100.00%	151,205.84	100.00%
Cost of Food												
(32.55)	0.00%	2,578.00	38.00%	1,773.75	24.67%	Cost of Food Sales	4,445.94	49.60%	26,972.00	38.00%	26,072.86	39.80%
(32.55)	0.00%	2,578.00	38.00%	1,773.75	24.67%	Total Cost of Food	4,445.94	49.60%	26,972.00	38.00%	26,072.86	39.80%
Cost of Other Revenue												
	0.00%		0.00%	-	0.00%	Audiovisual Cost		0.00%		0.00%	1,203.27	10.62%
-	0.00%	0.00	0.00%	346.18	2.35%	Miscellaneous Cost	385.98	1.27%	0.00	0.00%	473.91	0.31%
-	0.00%	-	0.00%	346.18	4.61%	Total Cost of Other Revenue	385.98	1.81%	-	0.00%	1,677.18	1.96%
(32.55)	-1.21%	2,578.00	16.61%	2,119.93	14.42%	Total Cost of Food Sales and Other Revenue	4,831.92	15.95%	26,972.00	16.62%	27,750.04	18.35%
2,716.55	101.21%	12,945.00	83.39%	12,585.13	85.58%	Gross Profit (Loss)	25,462.45	84.05%	135,311.00	83.38%	123,455.80	81.65%
Expenses												
Payroll and Related Expenses												
Salaries, Wages, and Bonuses												
Salaries and Wages												
	0.00%		0.00%	-	0.00%	Kitchen Prep Payroll		0.00%		0.00%	11,684.12	7.73%
-	0.00%	1,097.00	7.07%	1,950.00	13.26%	Banquet SVC Charge Paid Out	1,722.93	5.69%	11,321.00	6.98%	10,439.56	6.90%
-	0.00%	1,097.00	7.07%	1,950.00	13.26%	Total Salaries and Wages	1,722.93	5.69%	11,321.00	6.98%	22,123.68	14.63%
-	0.00%	1,097.00	7.07%	1,950.00	13.26%	Total Salaries, Wages, and Bonuses	1,722.93	5.69%	11,321.00	6.98%	22,123.68	14.63%
Payroll-Related Expenses												
	0.00%		0.00%	-	0.00%	Payroll Taxes		0.00%		0.00%	650.16	0.43%
	0.00%		0.00%	-	0.00%	Supplemental Pay		0.00%		0.00%	45.57	0.03%
-	0.00%		0.00%	-	0.00%	Employee Benefits	14.74	0.05%		0.00%	833.41	0.55%
-	0.00%	-	0.00%	-	0.00%	Total Payroll-Related Benefits	14.74	0.05%	-	0.00%	1,529.14	1.01%
-	0.00%	1,097.00	7.07%	1,950.00	13.26%	Total Payroll and Related Expenses	1,737.67	5.74%	11,321.00	6.98%	23,652.82	15.64%
Other Expenses												
	0.00%		0.00%	-	0.00%	Linen		0.00%		0.00%	290.00	0.19%
-	0.00%		0.00%		0.00%	Training - Hotel	274.99	0.91%		0.00%		0.00%
-	0.00%	-	0.00%	-	0.00%	Total Other Expenses	274.99	0.91%	-	0.00%	290.00	0.19%
-	0.00%	1,097.00	7.07%	1,950.00	13.26%	Total Expenses	2,012.66	6.64%	11,321.00	6.98%	23,942.82	15.83%
\$2,716.55	101.21%	\$11,848.00	76.33%	\$10,635.13	72.32%	Departmental Income (Loss)	\$23,449.79	77.41%	\$123,990.00	76.40%	\$99,512.98	65.81%



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	5,140.00	100.00%	3,201.50	100.90%	8,643.11	104.44%	59,045.00	100.00%	56,912.15	101.14%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	460.76	0.82%
-	0.00%	0.00	0.00%	(28.51)	-0.90%	(367.78)	-4.44%	0.00	0.00%	(1,101.31)	-1.96%
-	0.00%	5,140.00	100.00%	3,172.99	100.00%	8,275.33	100.00%	59,045.00	100.00%	56,271.60	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	5,140.00	100.00%	3,172.99	100.00%	8,275.33	100.00%	59,045.00	100.00%	56,271.60	100.00%
-	0.00%	1,448.00	28.17%	1,073.41	33.83%	2,205.23	26.65%	16,572.00	28.07%	18,641.42	33.13%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	193.73	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	193.73	0.00%
-	0.00%	1,448.00	28.17%	1,073.41	33.83%	2,205.23	26.65%	16,572.00	28.07%	18,835.15	33.47%
-	0.00%	3,692.00	71.83%	2,099.58	66.17%	6,070.10	73.35%	42,473.00	71.93%	37,436.45	66.53%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	2,330.00	45.33%	1,986.06	62.59%	6,807.87	82.27%	25,465.00	43.13%	25,670.12	45.62%
-	0.00%	2,330.00	45.33%	1,986.06	62.59%	6,807.87	82.27%	25,465.00	43.13%	25,670.12	45.62%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	243.23	0.43%
-	0.00%	2,330.00	45.33%	1,986.06	62.59%	6,807.87	82.27%	25,465.00	43.13%	25,913.35	46.05%
Payroll-Related Expenses											
-	0.00%	229.00	4.46%	294.24	9.27%	736.95	8.91%	3,053.00	5.17%	4,674.35	8.31%
-	0.00%	100.00	1.95%	171.70	5.41%	(75.75)	-0.92%	1,100.00	1.86%	1,278.93	2.27%
-	0.00%	75.00	1.46%	81.34	2.56%	386.30	4.67%	825.00	1.40%	830.35	1.48%
-	0.00%	404.00	7.86%	547.28	17.25%	1,047.50	12.66%	4,978.00	8.43%	6,783.63	12.06%
-	0.00%	2,734.00	53.19%	2,533.34	79.84%	7,855.37	94.93%	30,443.00	51.56%	32,696.98	58.11%
Other Expenses											
118.00	0.00%	250.00	4.86%	-	0.00%	1,484.93	17.94%	2,750.00	4.66%	1,868.85	3.32%
118.00	0.00%	250.00	4.86%	-	0.00%	1,484.93	17.94%	2,750.00	4.66%	1,881.85	3.34%
118.00	0.00%	2,984.00	58.05%	2,533.34	79.84%	9,340.30	112.87%	33,193.00	56.22%	34,578.83	61.45%
(\$118.00)	0.00%	\$708.00	13.77%	(\$433.76)	-13.67%	(\$3,270.20)	-39.52%	\$9,280.00	15.72%	\$2,857.62	5.08%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month							Year-To-Date					
Actual	Budget		Actual				Actual	Budget		Actual		
November 2020	November 2020		November 2019				November 2020	November 2020		November 2019		
Rentals and Other Income												
Revenue												
156.45	100.00%	29.00	100.00%	11.45	-24.79%	Commissions	619.70	32.48%	334.00	100.00%	239.40	2.48%
-	0.00%		0.00%		0.00%	Cash Discounts Earned	0.49	0.03%		0.00%		0.00%
-	0.00%	0.00	0.00%	-	0.00%	Cancellation Penalties	1,287.83	67.50%	0.00	0.00%	9,394.50	97.38%
-	0.00%		0.00%	(\$7.64)	124.79%	Long Distance Revenue	-	0.00%		0.00%	13.10	0.14%
156.45	100.00%	29.00	100.00%	(46.19)	100.00%	Total Rentals and Other Income	1,908.02	100.00%	334.00	100.00%	9,647.00	100.00%
\$156.45	100.00%	\$29.00	100.00%	(\$46.19)	100.00%	Total Rentals and Other Income	\$1,908.02	100.00%	\$334.00	100.00%	\$9,647.00	100.00%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Sales and Marketing											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
2,907.70	0.81%	11,426.00	1.65%	6,461.53	0.93%	52,451.53	1.09%	119,786.00	1.49%	64,471.32	0.81%
702.46	0.20%	2,736.00	0.39%	13.18	0.00%	3,979.75	0.08%	27,760.00	0.34%	18,951.38	0.24%
-	0.00%		0.00%	(114.66)	-0.02%	440.00	0.01%		0.00%	6,333.64	0.08%
3,610.16	1.01%	14,162.00	2.04%	6,360.05	0.92%	56,871.28	1.18%	147,546.00	1.83%	89,756.34	1.13%
-	0.00%	1,200.00	0.17%	(1,358.00)	-0.20%	-	0.00%	11,100.00	0.14%	2,012.50	0.03%
3,610.16	1.01%	15,362.00	2.22%	5,002.05	0.72%	56,871.28	1.18%	158,646.00	1.97%	91,768.84	1.16%
Payroll-Related Expenses											
280.94	0.08%	1,229.00	0.18%	1,011.63	0.15%	4,503.20	0.09%	13,596.00	0.17%	8,155.53	0.10%
257.33	0.07%	485.00	0.07%	650.57	0.09%	2,126.57	0.04%	2,935.00	0.04%	5,702.25	0.07%
743.74	0.21%	1,903.00	0.27%	306.24	0.04%	4,496.53	0.09%	20,824.00	0.26%	14,646.79	0.18%
1,282.01	0.36%	3,617.00	0.52%	1,968.44	0.28%	11,126.30	0.23%	37,355.00	0.46%	28,504.57	0.36%
4,892.17	1.37%	18,979.00	2.74%	6,970.49	1.01%	67,997.58	1.41%	196,001.00	2.43%	120,273.41	1.51%
Other Expenses											
-	0.00%		0.00%	157.29	0.02%	252.62	0.01%		0.00%	301.34	0.00%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	982.43	0.01%
(1,594.48)	-0.45%	1,269.00	0.18%	141.25	0.02%	14,928.30	0.31%	20,599.00	0.26%	16,866.08	0.21%
	0.00%	0.00	0.00%	40.00	0.01%		0.00%	3,800.00	0.05%	2,910.00	0.04%
307.00	0.09%	1,102.00	0.16%	956.52	0.14%	4,407.90	0.09%	12,092.00	0.15%	11,532.92	0.15%
7,023.61	1.97%	13,288.00	1.92%	13,468.83	1.94%	93,505.92	1.94%	154,891.00	1.92%	152,373.48	1.92%
18,179.33	5.09%	33,220.00	4.79%	27,006.86	3.90%	202,961.47	4.21%	354,598.00	4.40%	305,500.43	3.85%
12,032.66	3.37%	14,617.00	2.11%	14,833.26	2.14%	98,351.41	2.04%	170,380.00	2.11%	167,099.16	2.10%
100.00	0.03%	638.00	0.09%	508.84	0.07%	4,589.42	0.10%	7,308.00	0.09%	5,942.36	0.07%
3,122.00	0.87%	4,269.00	0.62%	4,145.00	0.60%	36,895.27	0.77%	46,959.00	0.58%	45,595.00	0.57%
150.00	0.04%	0.00	0.00%	(50.00)	-0.01%	1,500.00	0.03%	51.00	0.00%	1,672.00	0.02%
-	0.00%	0.00	0.00%	-	0.00%	93.08	0.00%	123.00	0.00%	45.40	0.00%
-	0.00%	10.00	0.00%	5.88	0.00%	102.24	0.00%	110.00	0.00%	117.57	0.00%
-	0.00%		0.00%	-	0.00%	250.00	0.01%		0.00%	87.71	0.00%
-	0.00%	1,050.00	0.15%	1,935.15	0.28%	375.74	0.01%	4,400.00	0.05%	3,395.49	0.04%
	0.00%	175.00	0.03%		0.00%		0.00%	175.00	0.00%		0.00%
512.68	0.14%	787.00	0.11%	776.75	0.11%	6,462.64	0.13%	8,657.00	0.11%	8,544.25	0.11%
	0.00%	100.00	0.01%	-	0.00%		0.00%	550.00	0.01%	67.30	0.00%
-	0.00%	500.00	0.07%	(156.23)	-0.02%	1,106.16	0.02%	4,900.00	0.06%	4,884.57	0.06%
-	0.00%	200.00	0.03%	113.50	0.02%	438.19	0.01%	2,800.00	0.03%	1,176.01	0.01%
-	0.00%	0.00	0.00%	-	0.00%	43.68	0.00%	550.00	0.01%	-	0.00%
39,832.80	11.16%	71,225.00	10.28%	63,882.90	9.22%	466,264.04	9.68%	792,943.00	9.84%	729,093.50	9.18%
\$44,724.97	12.53%	\$90,204.00	13.02%	\$70,853.39	10.23%	\$534,261.62	11.09%	\$988,944.00	12.28%	\$849,366.91	10.69%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	4,933.00	0.71%	4,615.40	0.67%	16,615.46	0.35%	55,157.00	0.68%	48,498.63	0.61%
2,797.52	0.78%	4,160.00	0.60%	3,838.94	0.55%	34,582.03	0.72%	45,538.00	0.57%	29,512.38	0.37%
5,408.32	1.52%	0.00	0.00%	3,400.51	0.49%	44,084.15	0.92%	0.00	0.00%	24,739.40	0.31%
8,205.84	2.30%	9,093.00	1.31%	11,854.85	1.71%	95,281.64	1.98%	100,695.00	1.25%	102,750.41	1.29%
	0.00%	0.00	0.00%	-	0.00%		0.00%	80.00	0.00%	79.52	0.00%
8,205.84	2.30%	9,093.00	1.31%	11,854.85	1.71%	95,281.64	1.98%	100,775.00	1.25%	102,829.93	1.29%
Payroll-Related Expenses											
175.58	0.05%	790.00	0.11%	661.01	0.10%	4,305.17	0.09%	9,943.00	0.12%	7,441.91	0.09%
209.90	0.06%	477.00	0.07%	627.10	0.09%	2,662.12	0.06%	3,105.00	0.04%	4,403.96	0.06%
146.66	0.04%	774.00	0.11%	736.19	0.11%	4,332.45	0.09%	8,511.00	0.11%	6,527.69	0.08%
532.14	0.15%	2,041.00	0.29%	2,024.30	0.29%	11,299.74	0.23%	21,559.00	0.27%	18,373.56	0.23%
8,737.98	2.45%	11,134.00	1.61%	13,879.15	2.00%	106,581.38	2.21%	122,334.00	1.52%	121,203.49	1.53%
Other Expenses											
518.54	0.15%	1,098.00	0.16%	394.48	0.06%	8,219.27	0.17%	12,603.00	0.16%	12,590.63	0.16%
584.95	0.16%	1,098.00	0.16%	913.55	0.13%	7,641.42	0.16%	12,603.00	0.16%	11,844.82	0.15%
-	0.00%	0.00	0.00%	-	0.00%	1,758.69	0.04%	1,500.00	0.02%	1,625.87	0.02%
3.58	0.00%	500.00	0.07%	(73.76)	-0.01%	142.11	0.00%	2,000.00	0.02%	2,332.21	0.03%
	0.00%	0.00	0.00%	-	0.00%		0.00%	1,486.00	0.02%	1,485.78	0.02%
3,616.48	1.01%	2,300.00	0.33%	2,592.10	0.37%	29,420.51	0.61%	25,300.00	0.31%	24,956.62	0.31%
531.11	0.15%	1,150.00	0.17%	2,586.93	0.37%	11,567.21	0.24%	16,550.00	0.21%	19,654.25	0.25%
-	0.00%	0.00	0.00%	-	0.00%	61.61	0.00%	800.00	0.01%	86.08	0.00%
112.00	0.03%	112.00	0.02%	111.58	0.02%	1,662.36	0.03%	1,232.00	0.02%	781.06	0.01%
1,174.50	0.33%	1,175.00	0.17%	939.79	0.14%	12,919.50	0.27%	12,925.00	0.16%	10,178.21	0.13%
-	0.00%	0.00	0.00%	-	0.00%	29.87	0.00%	300.00	0.00%	521.30	0.01%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	108.08	0.00%
-	0.00%	500.00	0.07%	787.50	0.11%	53.88	0.00%	2,000.00	0.02%	2,923.64	0.04%
381.24	0.11%	373.00	0.05%	373.25	0.05%	5,195.09	0.11%	6,730.00	0.08%	7,778.50	0.10%
-	0.00%	0.00	0.00%	95.19	0.01%	228.64	0.00%	0.00	0.00%	316.29	0.00%
-	0.00%		0.00%	-	0.00%	4,470.00	0.09%		0.00%	5,612.55	0.07%
21.74	0.01%	329.00	0.05%	270.00	0.04%	1,553.82	0.03%	3,780.00	0.05%	4,208.78	0.05%
725.00	0.20%	775.00	0.11%	1,445.00	0.21%	9,740.00	0.20%	9,325.00	0.12%	11,867.36	0.15%
-	0.00%	2,891.00	0.42%	2,684.63	0.39%	10,609.33	0.22%	33,186.00	0.41%	32,193.87	0.41%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	1,327.65	0.02%
722.92	0.20%	1,750.00	0.25%	1,025.19	0.15%	14,495.66	0.30%	19,850.00	0.25%	21,731.67	0.27%
-	0.00%		0.00%	-	0.00%	173.39	0.00%		0.00%	432.05	0.01%
1,098.30	0.31%	988.00	0.14%	653.36	0.09%	5,529.91	0.11%	11,342.00	0.14%	10,876.63	0.14%
43.43	0.01%	988.00	0.14%	850.00	0.12%	9,198.08	0.19%	11,342.00	0.14%	11,182.54	0.14%
-	0.00%		0.00%	141.40	0.02%	72.93	0.00%		0.00%	219.55	0.00%
9,533.79	2.67%	16,027.00	2.31%	15,790.19	2.28%	134,743.28	2.80%	184,854.00	2.29%	196,835.99	2.48%
\$18,271.77	5.12%	\$27,161.00	3.92%	\$29,669.34	4.28%	\$241,324.66	5.01%	\$307,188.00	3.81%	\$318,039.48	4.00%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month							Year-To-Date					
Actual		Budget		Actual			Actual		Budget		Actual	
November 2020		November 2020		November 2019			November 2020		November 2020		November 2019	
Utilities												
						Utilities						
8,871.42	2.49%	14,270.00	2.06%	10,708.67	1.55%	Electricity	170,204.25	3.53%	180,938.00	2.25%	175,789.47	2.21%
2,477.55	0.69%	2,049.00	0.30%	3,040.43	0.44%	Gas	24,352.77	0.51%	23,525.00	0.29%	24,022.44	0.30%
2,895.30	0.81%	3,842.00	0.55%	5,072.91	0.73%	Water	48,485.41	1.01%	44,111.00	0.55%	45,965.97	0.58%
<u>\$14,244.27</u>	<u>3.99%</u>	<u>\$20,161.00</u>	<u>2.91%</u>	<u>\$18,822.01</u>	<u>2.72%</u>	Total Utilities	<u>\$243,042.43</u>	<u>5.05%</u>	<u>\$248,574.00</u>	<u>3.09%</u>	<u>\$245,777.88</u>	<u>3.09%</u>



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Management Fees												
Management Fees												
10,705.51	3.00%	20,758.00	3.00%	20,717.57	2.99%	Base Fee	144,426.36	3.00%	241,351.00	3.00%	237,968.78	3.00%
\$10,705.51	3.00%	\$20,758.00	3.00%	\$20,717.57	2.99%	Total Management Fees	\$144,426.36	3.00%	\$241,351.00	3.00%	\$237,968.78	3.00%



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Non Operating Income												
Non Operating Income												
	0.00%	0.00	0.00%	-	0.00%	Interest Income	0.00%	1,008.00	0.01%	1,007.75	0.01%	
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$1,008.00	0.01%	\$1,007.75	0.01%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
95,216.67	26.68%	97,059.00	14.00%	95,216.67	13.75%	1,047,383.37	21.75%	1,058,439.00	13.14%	894,216.67	11.26%
95,216.67	26.68%	97,059.00	14.00%	95,216.67	13.75%	1,047,383.37	21.75%	1,058,439.00	13.14%	894,216.67	11.26%
Property and Other Taxes											
71,011.00	19.90%	49,371.00	7.12%	29,903.00	4.32%	1,271,380.04	26.40%	543,085.00	6.74%	332,312.04	4.18%
71,011.00	19.90%	49,371.00	7.12%	29,903.00	4.32%	1,271,380.04	26.40%	543,085.00	6.74%	332,312.04	4.18%
Insurance											
11,185.96	3.13%	8,772.00	1.27%	9,073.41	1.31%	100,385.54	2.08%	96,492.00	1.20%	64,606.57	0.81%
339.00	0.09%	339.00	0.05%	329.00	0.05%	3,729.00	0.08%	3,729.00	0.05%	3,619.00	0.05%
4,755.18	1.33%	2,200.00	0.32%	2,483.92	0.36%	43,346.14	0.90%	26,567.00	0.33%	27,117.81	0.34%
16,280.14	4.56%	11,311.00	1.63%	11,886.33	1.72%	147,460.68	3.06%	126,788.00	1.57%	95,343.38	1.20%
<u>\$182,507.81</u>	<u>51.14%</u>	<u>\$157,741.00</u>	<u>22.76%</u>	<u>\$137,006.00</u>	<u>19.78%</u>	<u>\$2,466,224.09</u>	<u>51.21%</u>	<u>\$1,728,312.00</u>	<u>21.45%</u>	<u>\$1,321,872.09</u>	<u>16.64%</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(2,772.41)	-0.78%		0.00%	(2,485.34)	-0.36%	PTEB Allocation	(28,495.39)	-0.59%		0.00%	(28,336.98)	-0.36%
2,772.41	0.78%		0.00%	2,485.34	0.36%	Workers' Compensation Insurance	28,495.39	0.59%		0.00%	28,336.98	0.36%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Interest												
Interest												
107,673.87	30.17%	110,534.00	15.95%	108,944.71	15.73%	Interest Expense	1,186,691.67	24.64%	1,216,293.00	15.10%	1,230,188.26	15.49%
\$107,673.87	30.17%	\$110,534.00	15.95%	\$108,944.71	15.73%	Total Interest	\$1,186,691.67	24.64%	\$1,216,293.00	15.10%	\$1,230,188.26	15.49%



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	-	0.00%	17,967.96	0.37%		0.00%	19,866.48	0.25%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$17,967.96	0.37%	\$0.00	0.00%	\$19,866.48	0.25%
Total Other Fixed Expenses											



201 Hyatt House Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
3,840		3,840		3,840		42,880		42,880		42,752	
1,552		3,318		3,126		20,505		36,412		36,091	
40.42%		86.41%		81.41%		47.82%		84.92%		84.42%	
145.28		207.89		203.40		165.25		220.21		218.45	
58.72		179.63		165.58		79.02		187.00		184.42	
Revenue											
223,374.05	99.07%	632,271.00	91.66%	567,972.42	89.33%	3,249,545.20	95.90%	7,249,994.00	90.42%	6,785,362.00	86.06%
759.90	0.34%	57,495.00	8.34%	56,582.97	8.90%	101,632.72	3.00%	768,470.00	9.58%	1,028,055.27	13.04%
1,400.11	0.62%	0.00	0.00%	11,361.79	1.79%	38,633.08	1.14%	0.00	0.00%	78,105.31	0.99%
(60.00)	-0.03%	0.00	0.00%	(81.88)	-0.01%	(1,326.75)	-0.04%	0.00	0.00%	(7,370.68)	-0.09%
225,474.06	100.00%	689,766.00	100.00%	635,835.30	100.00%	3,388,484.25	100.00%	8,018,464.00	100.00%	7,884,151.90	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,750.00	2.11%	5,072.00	0.74%	2,190.37	0.34%	51,061.04	1.51%	49,664.00	0.62%	27,363.70	0.35%
9,012.22	4.00%	12,101.00	1.75%	12,857.48	2.02%	98,408.77	2.90%	134,097.00	1.67%	122,535.14	1.55%
8,404.04	3.73%	31,465.00	4.56%	20,765.33	3.27%	146,199.20	4.31%	328,406.00	4.10%	220,811.18	2.80%
4,059.43	1.80%	4,246.00	0.62%	3,095.26	0.49%	46,040.91	1.36%	46,394.00	0.58%	39,748.94	0.50%
-	0.00%	5,140.00	0.75%	5,550.23	0.87%	10,653.11	0.31%	56,308.00	0.70%	26,416.34	0.34%
14,435.01	6.40%	3,600.00	0.52%	30,050.21	4.73%	80,735.90	2.38%	122,600.00	1.53%	292,298.46	3.71%
40,660.70	18.03%	61,624.00	8.93%	74,508.88	11.72%	433,098.93	12.78%	737,469.00	9.20%	729,173.76	9.25%
	0.00%	50.00	0.01%	-	0.00%		0.00%	550.00	0.01%	539.00	0.01%
40,660.70	18.03%	61,674.00	8.94%	74,508.88	11.72%	433,098.93	12.78%	738,019.00	9.20%	729,712.76	9.26%
Payroll-Related Expenses											
2,447.71	1.09%	4,816.00	0.70%	3,847.74	0.61%	33,068.67	0.98%	57,202.00	0.71%	42,675.57	0.54%
2,364.61	1.05%	3,283.00	0.48%	3,529.61	0.56%	21,662.12	0.64%	25,841.00	0.32%	25,747.34	0.33%
5,616.46	2.49%	5,016.00	0.73%	5,667.59	0.89%	67,597.60	1.99%	55,254.00	0.69%	53,819.25	0.68%
10,428.78	4.63%	13,115.00	1.90%	13,044.94	2.05%	122,328.39	3.61%	138,297.00	1.72%	122,242.16	1.55%
51,089.48	22.66%	74,789.00	10.84%	87,553.82	13.77%	555,427.32	16.39%	876,316.00	10.93%	851,954.92	10.81%
Other Expenses											
121.78	0.05%	1,327.00	0.19%	1,720.08	0.27%	5,931.64	0.18%	14,564.00	0.18%	14,476.64	0.18%
1,380.85	0.61%	3,982.00	0.58%	4,438.19	0.70%	19,265.82	0.57%	44,114.00	0.55%	38,496.67	0.49%
424.78	0.19%	2,522.00	0.37%	890.09	0.14%	9,720.54	0.29%	27,953.00	0.35%	24,169.49	0.31%
-	0.00%	2,555.00	0.37%	2,121.10	0.33%	10,707.56	0.32%	28,037.00	0.35%	27,735.84	0.35%
-	0.00%	365.00	0.05%	170.70	0.03%	334.32	0.01%	4,005.00	0.05%	3,395.54	0.04%
1,006.40	0.45%	11,779.00	1.71%	11,119.06	1.75%	41,301.95	1.22%	129,263.00	1.61%	123,764.43	1.57%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	750.61	0.01%
898.54	0.40%	1,095.00	0.16%	776.77	0.12%	5,423.05	0.16%	12,017.00	0.15%	10,350.72	0.13%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	359.27	0.00%
-	0.00%	250.00	0.04%	235.70	0.04%	391.00	0.01%	2,750.00	0.03%	3,743.02	0.05%
1,897.27	0.84%	1,875.00	0.27%	2,417.22	0.38%	20,347.87	0.60%	20,625.00	0.26%	26,927.81	0.34%
15,402.99	6.83%	22,073.00	3.20%	27,482.40	4.32%	120,568.50	3.56%	256,591.00	3.20%	254,348.14	3.23%
-	0.00%	0.00	0.00%	500.40	0.08%	-	0.00%	3,000.00	0.04%	57,468.40	0.73%
4,354.88	1.93%	14,102.00	2.04%	12,888.33	2.03%	74,978.67	2.21%	154,752.00	1.93%	153,605.43	1.95%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	(81.67)	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	450.00	0.01%	2,556.30	0.03%
-	0.00%	150.00	0.02%	116.29	0.02%	2,702.98	0.08%	5,050.00	0.06%	7,101.53	0.09%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	2.86	0.00%
25,487.49	11.30%	62,075.00	9.00%	64,876.33	10.20%	311,673.90	9.20%	703,171.00	8.77%	749,171.03	9.50%
76,576.97	33.96%	136,864.00	19.84%	152,430.15	23.97%	867,101.22	25.59%	1,579,487.00	19.70%	1,601,125.95	20.31%
\$148,897.09	66.04%	\$552,902.00	80.16%	\$483,405.15	76.03%	\$2,521,383.03	74.41%	\$6,438,977.00	80.30%	\$6,283,025.95	79.69%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Food Department Schedule											
Revenue											
-	0.00%	1,719.00	19.89%	1,646.52	12.15%	3,799.99	10.02%	18,862.00	11.23%	14,520.54	9.50%
-	0.00%	3,000.00	34.72%	3,280.00	24.21%	15,464.00	40.77%	60,400.00	35.96%	52,939.40	34.64%
-	0.00%		0.00%		0.00%	13.98	0.04%		0.00%		0.00%
-	0.00%	4,719.00	54.61%	4,926.52	36.37%	19,277.97	50.83%	79,262.00	47.19%	67,459.94	44.15%
Other Revenue											
-	0.00%	510.00	5.90%	1,500.00	11.07%	2,375.00	6.26%	10,660.00	6.35%	9,780.00	6.40%
-	0.00%	2,000.00	23.15%	4,500.00	33.22%	7,775.00	20.50%	41,800.00	24.89%	36,350.00	23.79%
-	0.00%	200.00	2.31%	375.00	2.77%	2,350.00	6.20%	11,400.00	6.79%	14,252.01	9.33%
-	0.00%	1,212.00	14.03%	2,245.55	16.58%	6,151.42	16.22%	24,826.00	14.78%	24,966.81	16.34%
-	0.00%	3,922.00	45.39%	8,620.55	63.63%	18,651.42	49.17%	88,686.00	52.81%	85,348.82	55.85%
-	0.00%	8,641.00	100.00%	13,547.07	100.00%	37,929.39	100.00%	167,948.00	100.00%	152,808.76	100.00%
Cost of Food											
-	0.00%	1,180.00	25.01%	1,936.56	39.31%	3,578.82	18.56%	19,815.00	25.00%	17,515.89	25.96%
-	0.00%	1,180.00	25.01%	1,936.56	39.31%	3,578.82	18.56%	19,815.00	25.00%	17,515.89	25.96%
Cost of Other Revenue											
-	0.00%	150.00	1.74%	17.04	0.13%	47.82	0.13%	1,650.00	0.98%	2,076.86	1.36%
-	0.00%	150.00	3.82%	17.04	0.20%	47.82	0.26%	1,650.00	1.86%	2,076.86	2.43%
-	0.00%	1,330.00	15.39%	1,953.60	14.42%	3,626.64	9.56%	21,465.00	12.78%	19,592.75	12.82%
-	0.00%	7,311.00	84.61%	11,593.47	85.58%	34,302.75	90.44%	146,483.00	87.22%	133,216.01	87.18%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	2,520.00	29.16%	2,404.71	17.75%	5,741.40	15.14%	28,140.00	16.76%	21,857.84	14.30%
-	0.00%	667.00	7.72%	1,360.52	10.04%	3,024.50	7.97%	13,656.00	8.13%	11,290.11	7.39%
-	0.00%	3,187.00	36.88%	3,765.23	27.79%	8,765.90	23.11%	41,796.00	24.89%	33,147.95	21.69%
-	0.00%	3,187.00	36.88%	3,765.23	27.79%	8,765.90	23.11%	41,796.00	24.89%	33,147.95	21.69%
Payroll-Related Expenses											
-	0.00%	276.00	3.19%	174.57	1.29%	755.73	1.99%	4,118.00	2.45%	1,738.14	1.14%
-	0.00%	193.00	2.23%	181.92	1.34%	119.92	0.32%	1,367.00	0.81%	1,259.04	0.82%
-	0.00%	66.00	0.76%	1,578.42	11.65%	6,291.99	16.59%	726.00	0.43%	5,431.47	3.55%
-	0.00%	535.00	6.19%	1,934.91	14.28%	7,167.64	18.90%	6,211.00	3.70%	8,428.65	5.52%
-	0.00%	3,722.00	43.07%	5,700.14	42.08%	15,933.54	42.01%	48,007.00	28.58%	41,576.60	27.21%
Other Expenses											
	0.00%	0.00	0.00%	-	0.00%		0.00%	150.00	0.09%	34.07	0.02%
	0.00%	0.00	0.00%	-	0.00%		0.00%	200.00	0.12%	240.81	0.16%
	0.00%	0.00	0.00%	-	0.00%		0.00%	2,443.00	1.45%	2,443.08	1.60%
-	0.00%	0.00	0.00%	-	0.00%	43.52	0.11%	300.00	0.18%	99.62	0.07%
	0.00%	0.00	0.00%	(6.44)	-0.05%		0.00%	150.00	0.09%	100.55	0.07%
	0.00%	0.00	0.00%	-	0.00%		0.00%	386.00	0.23%	85.06	0.06%
	0.00%	0.00	0.00%	-	0.00%		0.00%	964.00	0.57%	1,107.52	0.72%
-	0.00%	-	0.00%	(6.44)	-0.05%	43.52	0.11%	4,593.00	2.73%	4,110.71	2.69%
-	0.00%	3,722.00	43.07%	5,693.70	42.03%	15,977.06	42.12%	52,600.00	31.32%	45,687.31	29.90%
\$0.00	0.00%	\$3,589.00	41.53%	\$5,899.77	43.55%	\$18,325.69	48.32%	\$93,883.00	55.90%	\$87,528.70	57.28%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	3,766.00	100.00%	5,439.75	100.00%	9,836.01	100.07%	50,093.00	100.00%	46,747.24	101.05%
-	0.00%	0.00	0.00%	-	0.00%	(6.65)	-0.07%	0.00	0.00%	(486.94)	-1.05%
-	0.00%	3,766.00	100.00%	5,439.75	100.00%	9,829.36	100.00%	50,093.00	100.00%	46,260.30	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	3,766.00	100.00%	5,439.75	100.00%	9,829.36	100.00%	50,093.00	100.00%	46,260.30	100.00%
-	0.00%	529.00	14.05%	326.14	6.00%	3,079.55	31.33%	9,901.00	19.77%	10,460.69	22.61%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	529.00	14.05%	326.14	6.00%	3,084.55	31.38%	9,901.00	19.77%	10,460.69	22.61%
-	0.00%	3,237.00	85.95%	5,113.61	94.00%	6,744.81	68.62%	40,192.00	80.23%	35,799.61	77.39%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,134.00	2.26%	1,134.14	2.45%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.26%	1,134.14	2.45%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.26%	1,134.14	2.45%
Payroll-Related Expenses											
-	0.00%	5.00	0.13%	(1.90)	-0.03%	-	0.00%	141.00	0.28%	337.47	0.73%
-	0.00%	61.00	1.62%	-	0.00%	-	0.00%	671.00	1.34%	(0.00)	0.00%
-	0.00%	1.00	0.03%	-	0.00%	-	0.00%	11.00	0.02%	9.06	0.02%
-	0.00%	67.00	1.78%	(1.90)	-0.03%	-	0.00%	823.00	1.64%	346.53	0.75%
-	0.00%	67.00	1.78%	(1.90)	-0.03%	-	0.00%	1,957.00	3.91%	1,480.67	3.20%
Other Expenses											
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	45.00	0.09%	45.29	0.10%
32.32	0.00%	30.00	0.80%	31.36	0.58%	373.92	3.80%	351.00	0.70%	354.80	0.77%
32.32	0.00%	30.00	0.80%	31.36	0.58%	373.92	3.80%	396.00	0.79%	400.09	0.86%
32.32	0.00%	97.00	2.58%	29.46	0.54%	373.92	3.80%	2,353.00	4.70%	1,880.76	4.07%
(\$32.32)	0.00%	\$3,140.00	83.38%	\$5,084.15	93.46%	\$6,370.89	64.81%	\$37,839.00	75.54%	\$33,918.85	73.32%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Current Month		
Actual November 2020	Budget November 2020	Actual November 2019

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

						Revenue						
	0.00%		0.00%	-	0.00%	Cancellation Penalties		0.00%		0.00%	1,470.80	75.15%
13.01	100.00%	0.00	0.00%	107.04	100.00%	Long Distance Revenue	166.99	100.00%	0.00	0.00%	486.31	24.85%
13.01	100.00%	-	0.00%	107.04	100.00%	Total Rentals and Other Income	166.99	100.00%	-	0.00%	1,957.11	100.00%
<u>\$13.01</u>	<u>100.00%</u>	<u>\$0.00</u>	<u>0.00%</u>	<u>\$107.04</u>	<u>100.00%</u>	Total Rentals and Other Income	<u>\$166.99</u>	<u>100.00%</u>	<u>\$0.00</u>	<u>0.00%</u>	<u>\$1,957.11</u>	<u>100.00%</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
9,571.16	4.19%	15,002.00	2.12%	13,146.68	1.99%	123,707.85	3.56%	167,850.00	2.02%	152,864.88	1.87%
-	0.00%	1,152.00	0.16%	493.28	0.07%	2,146.56	0.06%	12,672.00	0.15%	1,030.88	0.01%
	0.00%	0.00	0.00%	-	0.00%		0.00%	1,664.00	0.02%	13,447.20	0.16%
9,571.16	4.19%	16,154.00	2.28%	13,639.96	2.07%	125,854.41	3.62%	182,186.00	2.19%	167,342.96	2.05%
-	0.00%	1,415.00	0.20%	(215.00)	-0.03%	(1,364.00)	-0.04%	15,558.00	0.19%	2,045.00	0.03%
9,571.16	4.19%	17,569.00	2.48%	13,424.96	2.03%	124,490.41	3.58%	197,744.00	2.38%	169,387.96	2.08%
Payroll-Related Expenses											
739.75	0.32%	1,380.00	0.19%	1,087.75	0.16%	10,125.42	0.29%	16,895.00	0.20%	12,712.57	0.16%
1,084.11	0.47%	0.00	0.00%	1,404.98	0.21%	10,090.52	0.29%	0.00	0.00%	11,713.31	0.14%
1,180.81	0.52%	2,222.00	0.31%	2,430.74	0.37%	14,758.25	0.42%	24,486.00	0.29%	25,777.84	0.32%
3,004.67	1.32%	3,602.00	0.51%	4,923.47	0.75%	34,974.19	1.01%	41,381.00	0.50%	50,203.72	0.62%
12,575.83	5.51%	21,171.00	2.99%	18,348.43	2.78%	159,464.60	4.59%	239,125.00	2.88%	219,591.68	2.69%
Other Expenses											
197.98	0.09%	350.00	0.05%	674.31	0.10%	2,018.13	0.06%	3,850.00	0.05%	4,737.26	0.06%
0.00%		100.00	0.01%	64.69	0.01%		0.00%	450.00	0.01%	172.09	0.00%
1,733.17	0.76%	1,570.00	0.22%	1,570.17	0.24%	18,732.47	0.54%	17,270.00	0.21%	17,271.87	0.21%
-	0.00%	0.00	0.00%	-	0.00%	362.66	0.01%	1,000.00	0.01%	5,695.00	0.07%
-	0.00%	0.00	0.00%	57.38	0.01%	-	0.00%	0.00	0.00%	660.61	0.01%
0.00%		0.00%	0.00%	-	0.00%	0.00%	0.00%	0.00%	0.00%	95.06	0.00%
849.34	0.37%	1,215.00	0.17%	1,107.42	0.17%	11,524.58	0.33%	13,365.00	0.16%	12,661.40	0.16%
105.04	0.05%	1,175.00	0.17%	723.86	0.11%	2,309.01	0.07%	6,175.00	0.07%	7,289.97	0.09%
450.00	0.20%	450.00	0.06%	450.00	0.07%	4,950.00	0.14%	4,950.00	0.06%	4,950.00	0.06%
-	0.00%	0.00%	0.00%	0.00%	0.00%	74.27	0.00%	0.00%	0.00%	0.00%	0.00%
3,353.67	1.47%	3,354.00	0.47%	3,256.00	0.49%	36,890.37	1.06%	36,894.00	0.44%	35,816.00	0.44%
426.42	0.19%	426.00	0.06%	243.83	0.04%	4,690.62	0.13%	4,686.00	0.06%	2,682.13	0.03%
-	0.00%	0.00%	0.00%	0.00%	0.00%	50.35	0.00%	0.00%	0.00%	0.00%	0.00%
-	0.00%	50.00	0.01%	100.00	0.02%	246.38	0.01%	550.00	0.01%	600.90	0.01%
410.62	0.18%	995.00	0.14%	512.11	0.08%	5,582.34	0.16%	6,925.00	0.08%	6,989.45	0.09%
0.00%		0.00%	0.00%	-	0.00%		0.00%	0.00%	0.00%	6.50	0.00%
(175.37)	-0.08%	0.00%	0.00%	-	0.00%	-	0.00%	0.00%	0.00%	(13,564.19)	-0.17%
1,179.74	0.52%	0.00	0.00%	1,932.01	0.29%	10,845.91	0.31%	0.00	0.00%	8,958.10	0.11%
0.28	0.00%	0.00	0.00%	0.37	0.00%	95.76	0.00%	0.00	0.00%	28.41	0.00%
5,218.20	2.29%	19,123.00	2.70%	19,062.88	2.89%	91,071.88	2.62%	224,344.00	2.70%	221,422.59	2.72%
-	0.00%	0.00%	0.00%	3.00	0.00%	36.77	0.00%	0.00%	0.00%	(283.36)	0.00%
576.29	0.25%	500.00	0.07%	487.65	0.07%	9,146.13	0.26%	7,895.00	0.10%	7,474.72	0.09%
-	0.00%	0.00	0.00%	-	0.00%	134.29	0.00%	0.00	0.00%	79.08	0.00%
37.23	0.02%	100.00	0.01%	69.53	0.01%	366.65	0.01%	1,100.00	0.01%	1,552.81	0.02%
92.19	0.04%	50.00	0.01%	-	0.00%	1,604.92	0.05%	550.00	0.01%	811.74	0.01%
-	0.00%	150.00	0.02%	67.52	0.01%	61.72	0.00%	2,350.00	0.03%	2,615.45	0.03%
-	0.00%	200.00	0.03%	117.74	0.02%	134.02	0.00%	1,400.00	0.02%	1,283.49	0.02%
-	0.00%	0.00%	0.00%	102.87	0.02%	-	0.00%	0.00%	0.00%	271.45	0.00%
14,454.80	6.33%	29,808.00	4.21%	30,603.34	4.63%	200,929.23	5.78%	333,754.00	4.02%	330,278.53	4.05%
\$27,030.63	11.84%	\$50,979.00	7.20%	\$48,951.77	7.41%	\$360,393.83	10.36%	\$572,879.00	6.89%	\$549,870.21	6.74%

ННМ



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,772.16	2.09%	5,758.00	0.81%	5,230.76	0.79%	58,333.56	1.68%	64,381.00	0.77%	61,344.23	0.75%
2,812.63	1.23%	2,907.00	0.41%	2,816.39	0.43%	24,987.04	0.72%	31,811.00	0.38%	29,868.98	0.37%
-	0.00%	4,105.00	0.58%	4,215.15	0.64%	6,084.74	0.17%	45,970.00	0.55%	48,089.08	0.59%
7,584.79	3.32%	12,770.00	1.80%	12,262.30	1.86%	89,405.34	2.57%	142,162.00	1.71%	139,302.29	1.71%
7,584.79	3.32%	12,770.00	1.80%	12,262.30	1.86%	89,405.34	2.57%	142,162.00	1.71%	139,302.29	1.71%
Payroll-Related Expenses											
581.93	0.25%	734.00	0.10%	656.59	0.10%	6,928.50	0.20%	9,055.00	0.11%	8,251.82	0.10%
685.84	0.30%	234.00	0.03%	677.02	0.10%	5,420.78	0.16%	1,734.00	0.02%	7,096.47	0.09%
1,999.82	0.88%	304.00	0.04%	332.19	0.05%	9,625.12	0.28%	3,355.00	0.04%	8,407.41	0.10%
3,267.59	1.43%	1,272.00	0.18%	1,665.80	0.25%	21,974.40	0.63%	14,144.00	0.17%	23,755.70	0.29%
10,852.38	4.75%	14,042.00	1.98%	13,928.10	2.11%	111,379.74	3.20%	156,306.00	1.88%	163,057.99	2.00%
Other Expenses											
398.12	0.17%	816.00	0.12%	1,200.34	0.18%	4,064.90	0.12%	8,951.00	0.11%	9,114.60	0.11%
-	0.00%	27.00	0.00%	-	0.00%	1,251.24	0.04%	293.00	0.00%	168.21	0.00%
-	0.00%	100.00	0.01%	26.49	0.00%	1,449.71	0.04%	1,093.00	0.01%	1,042.84	0.01%
-	0.00%	0.00	0.00%	-	0.00%	43.48	0.00%	750.00	0.01%	959.64	0.01%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	393.00	0.00%	392.63	0.00%
2,708.06	1.19%	3,842.00	0.54%	3,964.71	0.60%	31,377.09	0.90%	42,920.00	0.52%	42,195.43	0.52%
250.00	0.11%	800.00	0.11%	720.00	0.11%	2,927.40	0.08%	22,500.00	0.27%	23,553.99	0.29%
-	0.00%	0.00	0.00%	-	0.00%	200.00	0.01%	796.00	0.01%	933.09	0.01%
1,062.67	0.47%	1,063.00	0.15%	850.54	0.13%	11,689.37	0.34%	11,693.00	0.14%	9,212.19	0.11%
-	0.00%	25.00	0.00%	3.48	0.00%	7.49	0.00%	275.00	0.00%	144.33	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	39.00	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	136.97	0.00%
-	0.00%	90.00	0.01%	208.78	0.03%	510.95	0.01%	983.00	0.01%	1,189.89	0.01%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	602.00	0.01%	389.53	0.00%
1,005.00	0.44%	1,000.00	0.14%	1,088.00	0.16%	12,520.25	0.36%	16,600.00	0.20%	15,131.76	0.19%
-	0.00%	830.00	0.12%	685.89	0.10%	3,723.93	0.11%	10,534.00	0.13%	9,961.43	0.12%
-	0.00%	547.00	0.08%	(149.28)	-0.02%	949.17	0.03%	6,008.00	0.07%	7,429.66	0.09%
1,161.50	0.51%	800.00	0.11%	1,274.14	0.19%	10,574.74	0.30%	9,900.00	0.12%	9,407.57	0.12%
-	0.00%	52.00	0.01%	-	0.00%	88.86	0.00%	551.00	0.01%	128.91	0.00%
390.48	0.17%	500.00	0.07%	1,020.00	0.15%	4,782.11	0.14%	8,349.00	0.10%	8,274.06	0.10%
150.00	0.07%	664.00	0.09%	-	0.00%	5,538.10	0.16%	9,591.00	0.12%	5,667.52	0.07%
-	0.00%	75.00	0.01%	-	0.00%	-	0.00%	465.00	0.01%	743.57	0.01%
7,125.83	3.12%	11,231.00	1.59%	10,893.09	1.65%	91,698.79	2.64%	153,247.00	1.84%	146,216.82	1.79%
\$17,978.21	7.88%	\$25,273.00	3.57%	\$24,821.19	3.76%	\$203,078.53	5.84%	\$309,553.00	3.73%	\$309,274.81	3.79%



261 Hyatt House, Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Utilities											
					Utilities						
7,816.14	3.42%	10,286.00	1.45%	9,401.28	1.42% Electricity	116,696.97	3.36%	139,616.00	1.68%	136,911.63	1.68%
2,073.64	0.91%	2,389.00	0.34%	2,876.09	0.44% Gas	17,804.44	0.51%	26,217.00	0.32%	25,040.18	0.31%
2,010.89	0.88%	1,792.00	0.25%	2,061.93	0.31% Water	18,253.34	0.52%	19,663.00	0.24%	20,023.11	0.25%
977.57	0.43%	1,344.00	0.19%	929.65	0.14% Sewer	10,347.85	0.30%	14,746.00	0.18%	13,912.48	0.17%
<u>\$12,878.24</u>	<u>5.64%</u>	<u>\$15,811.00</u>	<u>2.23%</u>	<u>\$15,268.95</u>	<u>2.31%</u> Total Utilities	<u>\$163,102.60</u>	<u>4.69%</u>	<u>\$200,242.00</u>	<u>2.41%</u>	<u>\$195,887.40</u>	<u>2.40%</u>



201 Hyatt House Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Management Fees											
Management Fees											
6,847.28	3.00%	21,227.00	3.00%	19,774.22	2.99%	104,231.52	3.00%	248,860.00	3.00%	244,307.09	3.00%
Base Fee											
\$6,847.28	3.00%	\$21,227.00	3.00%	\$19,774.22	2.99%	\$104,231.52	3.00%	\$248,860.00	3.00%	\$244,307.09	3.00%
Total Management Fees											



201 Hyatt House Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

<div><div>HHM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Non Operating Income												
Non Operating Income												
Interest Income												
	0.00%	0.00	0.00%	-	0.00%		0.00%	799.00	0.01%	799.36	0.01%	
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$799.00	0.01%	\$799.36	0.01%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
97,058.33	42.52%	99,873.00	14.10%	97,058.33	14.69%	1,067,641.63	30.70%	1,084,528.00	13.05%	911,516.63	11.18%
97,058.33	42.52%	99,873.00	14.10%	97,058.33	14.69%	1,067,641.63	30.70%	1,084,528.00	13.05%	911,516.63	11.18%
Property and Other Taxes											
47,229.00	20.69%	47,123.00	6.65%	47,123.00	7.13%	540,231.84	15.54%	518,353.00	6.24%	680,747.79	8.35%
47,229.00	20.69%	47,123.00	6.65%	47,123.00	7.13%	540,231.84	15.54%	518,353.00	6.24%	680,747.79	8.35%
Insurance											
11,936.36	5.23%	10,267.00	1.45%	10,592.62	1.60%	115,793.10	3.33%	112,937.00	1.36%	76,223.29	0.93%
305.00	0.13%	305.00	0.04%	296.00	0.04%	3,355.00	0.10%	3,355.00	0.04%	3,256.00	0.04%
4,286.33	1.88%	2,221.00	0.31%	2,239.00	0.34%	39,072.34	1.12%	24,431.00	0.29%	24,443.95	0.30%
16,527.69	7.24%	12,793.00	1.81%	13,127.62	1.99%	158,220.44	4.55%	140,723.00	1.69%	103,923.24	1.27%
<u>\$160,815.02</u>	<u>70.46%</u>	<u>\$159,789.00</u>	<u>22.56%</u>	<u>\$157,308.95</u>	<u>23.82%</u>	<u>\$1,766,093.91</u>	<u>50.79%</u>	<u>\$1,743,604.00</u>	<u>20.98%</u>	<u>\$1,696,187.66</u>	<u>20.80%</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Actual		Current Month		Actual		Year-To-Date						
November 2020		Budget November 2020		November 2019		Actual November 2020		Budget November 2020		Actual November 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(2,502.19)	-1.10%		0.00%	(2,243.10)	-0.34%	PTEB Allocation	(25,719.54)	-0.74%		0.00%	(25,575.04)	-0.31%
2,502.19	1.10%		0.00%	2,243.10	0.34%	Workers' Compensation Insurance	25,719.54	0.74%		0.00%	25,575.04	0.31%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



201 Hyatt House Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



201 Hyatt House Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Interest												
Interest												
117,850.30	51.63%	121,600.00	17.17%	119,790.98	18.14%	Interest Expense	1,299,945.95	37.38%	1,337,600.00	16.10%	1,347,505.55	16.52%
\$117,850.30	51.63%	\$121,600.00	17.17%	\$119,790.98	18.14%	Total Interest	\$1,299,945.95	37.38%	\$1,337,600.00	16.10%	\$1,347,505.55	16.52%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%	-	0.00%	17,967.96	0.52%		0.00%	19,432.38	0.24%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$17,967.96	0.52%	\$0.00	0.00%	\$19,432.38	0.24%
Total Other Fixed Expenses											



255 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
4,920		4,920		4,920		54,940		54,940		54,776	
2,310		4,551		4,621		24,120		47,774		48,000	
46.95%		92.50%		93.92%		43.90%		86.96%		87.63%	
142.84		159.50		153.18		167.04		167.82		162.84	
67.06		147.54		143.88		73.34		145.93		142.70	
Revenue											
299,460.55	90.76%	631,455.00	86.99%	600,549.80	84.84%	3,526,125.37	87.52%	6,964,653.00	86.87%	6,556,302.92	83.88%
29,218.00	8.86%	94,431.00	13.01%	95,662.23	13.51%	459,251.21	11.40%	1,052,656.00	13.13%	1,145,929.16	14.66%
-	0.00%	0.00	0.00%	5,677.44	0.80%	315.36	0.01%	0.00	0.00%	68,699.53	0.88%
1,277.10	0.39%	0.00	0.00%	5,890.15	0.83%	33,148.95	0.82%	0.00	0.00%	45,551.10	0.58%
-	0.00%		0.00%	87.70	0.01%	10,184.67	0.25%		0.00%	(34.09)	0.00%
329,955.65	100.00%	725,886.00	100.00%	707,867.32	100.00%	4,029,025.56	100.00%	8,017,309.00	100.00%	7,816,448.62	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
5,103.84	1.55%	6,481.00	0.89%	6,682.50	0.94%	63,635.20	1.58%	72,463.00	0.90%	54,314.48	0.69%
1,353.75	0.41%	7,591.00	1.05%	4,202.10	0.59%	23,323.64	0.58%	77,819.00	0.97%	72,224.03	0.92%
-	0.00%	6,760.00	0.93%	6,618.38	0.93%	14,811.60	0.37%	72,732.00	0.91%	74,218.98	0.95%
3,573.03	1.08%	3,480.00	0.48%	3,172.58	0.45%	36,160.76	0.90%	38,976.00	0.49%	48,846.01	0.62%
-	0.00%	2,300.00	0.32%	1,939.31	0.27%		0.00%	25,108.00	0.31%	1,939.31	0.02%
24,806.07	7.52%	72,564.00	10.00%	69,715.65	9.85%	288,928.94	7.17%	759,860.00	9.48%	709,010.00	9.07%
34,836.69	10.56%	99,176.00	13.66%	92,330.52	13.04%	426,860.14	10.59%	1,046,958.00	13.06%	960,552.81	12.29%
-	0.00%	100.00	0.01%	-	0.00%	975.00	0.02%	1,100.00	0.01%	1,817.00	0.02%
34,836.69	10.56%	99,276.00	13.68%	92,330.52	13.04%	427,835.14	10.62%	1,048,058.00	13.07%	962,369.81	12.31%
Payroll-Related Expenses											
820.28	0.25%	2,196.00	0.30%	2,012.46	0.28%	12,219.19	0.30%	24,079.00	0.30%	21,469.98	0.27%
1,060.59	0.32%	1,452.00	0.20%	1,461.35	0.21%	9,539.93	0.24%	11,484.00	0.14%	14,686.18	0.19%
1,691.61	0.51%	3,304.00	0.46%	2,694.26	0.38%	21,081.26	0.52%	36,302.00	0.45%	28,525.60	0.36%
3,572.48	1.08%	6,952.00	0.96%	6,168.07	0.87%	42,840.38	1.06%	71,865.00	0.90%	64,681.76	0.83%
38,409.17	11.64%	106,228.00	14.63%	98,498.59	13.91%	470,675.52	11.68%	1,119,923.00	13.97%	1,027,051.57	13.14%
Other Expenses											
495.40	0.15%	1,183.00	0.16%	1,522.45	0.22%	6,064.46	0.15%	12,419.00	0.15%	12,871.37	0.16%
1,648.54	0.50%	3,868.00	0.53%	4,555.10	0.64%	20,669.72	0.51%	44,148.00	0.55%	45,458.11	0.58%
661.16	0.20%	3,641.00	0.50%	3,562.90	0.50%	12,119.31	0.30%	42,464.00	0.53%	41,290.47	0.53%
3,308.48	1.00%	3,045.00	0.42%	3,146.75	0.44%	19,792.63	0.49%	31,960.00	0.40%	31,858.24	0.41%
113.20	0.03%	751.00	0.10%	623.99	0.09%	5,809.85	0.14%	8,187.00	0.10%	8,069.06	0.10%
4,275.92	1.30%	23,984.00	3.30%	20,083.07	2.84%	81,250.89	2.02%	259,017.00	3.23%	255,204.99	3.26%
-	0.00%		0.00%		0.00%	457.50	0.01%		0.00%		0.00%
-	0.00%	0.00	0.00%	(222.18)	-0.03%	2,720.46	0.07%	0.00	0.00%	8,559.79	0.11%
1,051.49	0.32%	1,547.00	0.21%	1,677.91	0.24%	9,794.84	0.24%	16,512.00	0.21%	15,174.29	0.19%
-	0.00%		0.00%		0.00%		0.00%		0.00%	216.10	0.00%
-	0.00%	132.00	0.02%	80.00	0.01%	984.39	0.02%	1,275.00	0.02%	1,346.21	0.02%
3,755.82	1.14%	2,800.00	0.39%	2,793.67	0.39%	31,108.54	0.77%	30,800.00	0.38%	30,866.87	0.39%
6,722.32	2.04%	19,744.00	2.72%	26,939.30	3.81%	100,681.04	2.50%	218,070.00	2.72%	211,942.25	2.71%
4,935.78	1.50%	18,147.00	2.50%	3,436.84	0.49%	19,829.23	0.49%	62,359.00	0.78%	66,544.66	0.85%
6,418.05	1.95%	14,563.00	2.01%	13,275.70	1.88%	77,815.45	1.93%	151,574.00	1.89%	149,166.25	1.91%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,400.00	0.02%	2,054.52	0.03%
-	0.00%	250.00	0.03%	221.95	0.03%	202.58	0.01%	2,750.00	0.03%	2,953.64	0.04%
33,386.16	10.12%	93,655.00	12.90%	81,697.45	11.54%	389,300.89	9.66%	882,935.00	11.01%	883,576.82	11.30%
71,795.33	21.76%	199,883.00	27.54%	180,196.04	25.46%	859,976.41	21.34%	2,002,858.00	24.98%	1,910,628.39	24.44%
\$258,160.32	78.24%	\$526,003.00	72.46%	\$527,671.28	74.54%	\$3,169,049.15	78.66%	\$6,014,451.00	75.02%	\$5,905,820.23	75.56%

Food Department Schedule

	Year-To-Date	
Actual	Budget	Actual
November 2020	November 2020	November 2019

Revenue

Revenue													
-	0.00%	3,004.00	25.75%	2,594.36	35.92%	Outlet Food Revenue	6,157.79	8.99%	32,585.00	25.05%	29,357.45	23.05%	
149.85	11.17%	3,500.00	30.00%	2,208.95	30.58%	Banquet/Catering Food Revenue	21,253.96	31.03%	38,000.00	29.22%	38,217.00	30.01%	
149.85	11.17%	6,504.00	55.75%	4,803.31	66.50%	Total Food Revenue	27,411.75	40.02%	70,585.00	54.27%	67,574.45	53.06%	
Other Revenue													
-	0.00%	600.00	5.14%	35.00	0.48%	Audiovisual	3,700.00	5.40%	7,755.00	5.96%	7,779.00	6.11%	
950.00	70.80%	3,000.00	25.72%	1,550.00	21.46%	Public Room Rentals	25,973.90	37.92%	33,408.00	25.69%	33,704.38	26.46%	
241.97	18.03%	1,562.00	13.39%	834.68	11.56%	Banquet Service Charge	11,414.72	16.66%	18,318.00	14.08%	18,301.42	14.37%	
1,191.97	88.83%	5,162.00	44.25%	2,419.68	33.50%	Total Other Revenue	41,088.62	59.98%	59,481.00	45.73%	59,784.80	46.94%	
1,341.82	100.00%	11,666.00	100.00%	7,222.99	100.00%	Total Revenue	68,500.37	100.00%	130,066.00	100.00%	127,359.25	100.00%	
Cost of Food													
-	0.00%	1,106.00	17.00%	1,464.15	30.48%	Cost of Food Sales	4,172.08	15.22%	12,001.00	17.00%	12,069.97	17.86%	
-	0.00%	1,106.00	17.00%	1,464.15	30.48%	Total Cost of Food	4,172.08	15.22%	12,001.00	17.00%	12,069.97	17.86%	
Cost of Other Revenue													
-	0.00%	1,820.00	15.60%	1,369.77	18.96%	Miscellaneous Cost	9,996.65	14.59%	19,220.00	14.78%	18,094.80	14.21%	
-	0.00%	1,820.00	35.26%	1,369.77	56.61%	Total Cost of Other Revenue	9,996.65	24.33%	19,220.00	32.31%	18,094.80	30.27%	
-	0.00%	2,926.00	25.08%	2,833.92	39.23%	Total Cost of Food Sales and Other Revenue	14,168.73	20.68%	31,221.00	24.00%	30,164.77	23.68%	
1,341.82	100.00%	8,740.00	74.92%	4,389.07	60.77%	Gross Profit (Loss)	54,331.64	79.32%	98,845.00	76.00%	97,194.48	76.32%	
Expenses													
Payroll and Related Expenses													
Salaries, Wages, and Bonuses													
Salaries and Wages													
	0.00%		0.00%	-	0.00%	Kitchen Prep Payroll		0.00%		0.00%	1,599.23	1.26%	
	0.00%		0.00%	-	0.00%	Banquet SVC Charge Paid Out		0.00%		0.00%	616.55	0.48%	
-	0.00%	-	0.00%	-	0.00%	Total Salaries and Wages	-	0.00%	-	0.00%	2,215.78	1.74%	
-	0.00%	-	0.00%	-	0.00%	Total Salaries, Wages, and Bonuses	-	0.00%	-	0.00%	2,215.78	1.74%	
Payroll-Related Expenses													
	0.00%		0.00%	-	0.00%	Payroll Taxes		0.00%		0.00%	189.34	0.15%	
	0.00%		0.00%	-	0.00%	Supplemental Pay		0.00%		0.00%	178.91	0.14%	
	0.00%		0.00%	-	0.00%	Employee Benefits		0.00%		0.00%	94.94	0.07%	
-	0.00%	-	0.00%	-	0.00%	Total Payroll-Related Benefits	-	0.00%	-	0.00%	463.19	0.36%	
-	0.00%	-	0.00%	-	0.00%	Total Payroll and Related Expenses	-	0.00%	-	0.00%	2,678.97	2.10%	
Other Expenses													
-	0.00%		0.00%	34.96	0.48%	Operating Supplies		0.00%		0.00%	374.76	0.29%	
	0.00%	362.00	3.10%	414.14	5.73%	Dishwashing Supplies	1,184.75	1.73%	4,031.00	3.10%	3,920.00	3.08%	
	0.00%		0.00%	-	0.00%	China		0.00%		0.00%	71.06	0.06%	
	0.00%		0.00%	-	0.00%	Flatware		0.00%		0.00%	113.83	0.09%	
	0.00%		0.00%	-	0.00%	Glassware		0.00%		0.00%	106.07	0.08%	
	0.00%		0.00%	-	0.00%	Ice		0.00%		0.00%	44.55	0.03%	
-	0.00%	362.00	3.10%	449.10	6.22%	Total Other Expenses	1,184.75	1.73%	4,031.00	3.10%	4,630.27	3.64%	
-	0.00%	362.00	3.10%	449.10	6.22%	Total Expenses	1,184.75	1.73%	4,031.00	3.10%	7,309.24	5.74%	
\$1,341.82	100.00%	\$8,378.00	71.82%	\$3,939.97	54.55%	Departmental Income (Loss)	\$53,146.89	77.59%	\$94,814.00	72.90%	\$89,885.24	70.58%	



259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	8,191.00	100.00%	11,252.16	100.00%	27,963.49	92.82%	109,553.00	96.43%	110,731.12	96.75%
-	0.00%	0.00	0.00%	-	0.00%	2,163.25	7.18%	4,050.00	3.57%	3,725.25	3.25%
-	0.00%	8,191.00	100.00%	11,252.16	100.00%	30,126.74	100.00%	113,603.00	100.00%	114,456.37	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	8,191.00	100.00%	11,252.16	100.00%	30,126.74	100.00%	113,603.00	100.00%	114,456.37	100.00%
-	0.00%	2,645.00	32.29%	3,340.33	29.69%	8,838.68	29.34%	35,088.00	30.89%	36,455.10	31.85%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	2,645.00	32.29%	3,340.33	29.69%	8,838.68	29.34%	35,088.00	30.89%	36,455.10	31.85%
-	0.00%	5,546.00	67.71%	7,911.83	70.31%	21,288.06	70.66%	78,515.00	69.11%	78,001.27	68.15%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	0.00	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.23%	5,047.18	4.41%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.23%	5,047.18	4.41%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	100.00	0.09%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.23%	5,147.18	4.50%
Payroll-Related Expenses											
-	0.00%	0.00	0.00%	-	0.00%	285.78	0.95%	550.00	0.48%	821.72	0.72%
-	0.00%	-	0.00%	-	0.00%	71.90	0.24%	-	0.00%	100.32	0.09%
-	0.00%	-	0.00%	-	0.00%	357.68	1.19%	550.00	0.48%	922.04	0.81%
-	0.00%	-	0.00%	-	0.00%	2,271.68	7.54%	5,350.00	4.71%	6,069.22	5.30%
Other Expenses											
-	0.00%	-	0.00%	-	0.00%	216.10	0.72%	-	0.00%	110.89	0.10%
-	0.00%	0.00	0.00%	-	0.00%	175.00	0.58%	175.00	0.15%	175.00	0.15%
-	0.00%	-	0.00%	-	0.00%	391.10	1.30%	175.00	0.15%	285.89	0.25%
-	0.00%	-	0.00%	-	0.00%	2,662.78	8.84%	5,525.00	4.86%	6,355.11	5.55%
\$0.00	0.00%	\$5,546.00	67.71%	\$7,911.83	70.31%	\$18,625.28	61.82%	\$72,990.00	64.25%	\$71,646.16	62.60%



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

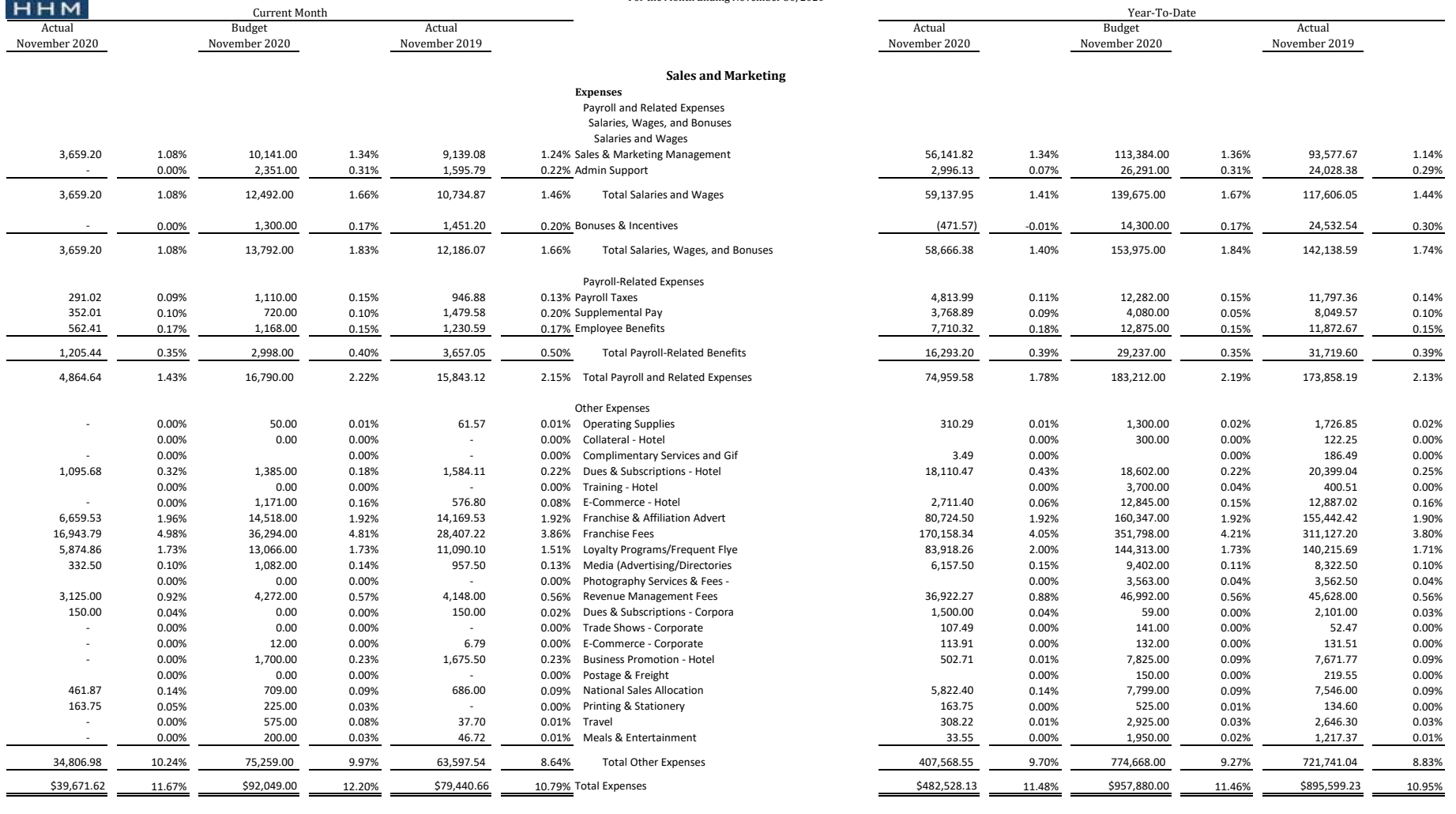
Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

HHM		Current Month				Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Other / Miscellaneous												
Revenue												
2,184.50	25.47%	4,551.00	53.20%	4,122.25	44.46%	Gift & Market Shop Non - Tax	23,986.75	34.29%	49,460.00	52.90%	47,280.75	45.15%
2,788.32	32.51%	2,731.00	31.92%	3,444.75	37.16%	Gift & Market Shop Taxable	21,885.15	31.29%	29,743.00	31.81%	31,505.96	30.09%
275.75	3.21%	523.00	6.11%	1,046.10	11.28%	Guest Laundry/Valet	3,678.83	5.26%	5,493.00	5.88%	6,050.55	5.78%
3,328.48	38.81%	750.00	8.77%	657.79	7.10%	Other Miscellaneous Revenue	19,939.59	28.51%	8,800.00	9.41%	8,971.24	8.57%
-	0.00%	-	0.00%	-	0.00%	Audit Results	457.47	0.65%	-	0.00%	10,909.79	10.42%
8,577.05	100.00%	8,555.00	100.00%	9,270.89	100.00%	Total Other/Miscellaneous Revenue	69,947.79	100.00%	93,496.00	100.00%	104,718.29	100.00%
Cost of Sales												
-	0.00%	-	0.00%	-	0.00%	Cost of Banquet F&B-Select Svc	-	0.00%	-	0.00%	139.91	0.00%
2,600.05	52.29%	2,503.00	34.37%	2,248.95	29.72%	Cost of Gift Shop Merchandise	14,961.66	32.62%	27,203.00	34.35%	26,714.46	33.91%
231.31	83.88%	471.00	90.06%	952.62	91.06%	Cost of Guest Laundry/Valet	2,598.84	70.64%	4,944.00	90.01%	5,296.12	87.53%
2,831.36	33.01%	2,974.00	34.76%	3,201.57	34.53%	Total Other/Miscellaneous Cost of Sales	17,560.50	25.11%	32,147.00	34.38%	32,150.49	30.70%
\$5,745.69	66.99%	\$5,581.00	65.24%	\$6,069.32	65.47%	Departmental Income (Loss)	\$52,387.29	74.89%	\$61,349.00	65.62%	\$72,567.80	69.30%



\$193.75	100.00%	\$505.00	100.00%	\$473.83	100.00%	Total Rentals and Other Income	\$5,646.02	100.00%	\$5,302.00	100.00%	\$14,207.85	100.00%
----------	---------	----------	---------	----------	---------	--------------------------------	------------	---------	------------	---------	-------------	---------





259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	4,521.00	0.60%	0.03	0.00%	12,496.09	0.30%	48,213.00	0.58%	47,913.33	0.59%
3,348.87	0.98%	3,591.00	0.48%	3,225.08	0.44%	37,336.99	0.89%	40,152.00	0.48%	36,715.96	0.45%
2,511.97	0.74%	5,361.00	0.71%	5,265.65	0.72%	26,609.55	0.63%	59,942.00	0.72%	59,067.04	0.72%
5,860.84	1.72%	13,473.00	1.78%	8,490.76	1.15%	76,442.63	1.82%	148,307.00	1.77%	143,696.33	1.76%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	100.00	0.00%
5,860.84	1.72%	13,473.00	1.78%	8,490.76	1.15%	76,442.63	1.82%	148,307.00	1.77%	143,796.33	1.76%
Payroll-Related Expenses											
254.70	0.07%	668.00	0.09%	198.07	0.03%	3,937.55	0.09%	7,264.00	0.09%	6,742.59	0.08%
362.28	0.11%	616.00	0.08%	837.40	0.11%	4,012.06	0.10%	4,340.00	0.05%	6,244.45	0.08%
919.85	0.27%	1,111.00	0.15%	506.49	0.07%	8,625.89	0.21%	12,088.00	0.14%	12,984.71	0.16%
1,536.83	0.45%	2,395.00	0.32%	1,541.96	0.21%	16,575.50	0.39%	23,692.00	0.28%	25,971.75	0.32%
7,397.67	2.18%	15,868.00	2.10%	10,032.72	1.36%	93,018.13	2.21%	171,999.00	2.06%	169,768.08	2.08%
Other Expenses											
321.54	0.09%	132.00	0.02%	407.33	0.06%	2,531.10	0.06%	1,385.00	0.02%	1,433.43	0.02%
-	0.00%	1,138.00	0.15%	1,000.00	0.14%	1,835.66	0.04%	11,907.00	0.14%	11,521.52	0.14%
-	0.00%	246.00	0.03%	196.78	0.03%	1,543.15	0.04%	2,581.00	0.03%	2,535.32	0.03%
391.54	0.12%	737.00	0.10%	903.65	0.12%	2,334.87	0.06%	7,740.00	0.09%	7,884.10	0.10%
610.71	0.18%	715.00	0.09%	663.00	0.09%	7,747.26	0.18%	7,865.00	0.09%	7,947.75	0.10%
1,130.20	0.33%	600.00	0.08%	399.16	0.05%	5,454.99	0.13%	6,600.00	0.08%	6,901.38	0.08%
1,390.08	0.41%	1,390.00	0.18%	1,089.80	0.15%	15,290.88	0.36%	15,290.00	0.18%	11,803.64	0.14%
-	0.00%	0.00	0.00%	-	0.00%	255.84	0.01%	500.00	0.01%	348.75	0.00%
-	0.00%		0.00%		0.00%	14.13	0.00%		0.00%		0.00%
182.51	0.05%	33.00	0.00%	-	0.00%	256.36	0.01%	349.00	0.00%	250.65	0.00%
69.84	0.02%	207.00	0.03%	395.68	0.05%	1,494.74	0.04%	2,193.00	0.03%	2,202.28	0.03%
-	0.00%		0.00%	-	0.00%	752.11	0.02%		0.00%	309.70	0.00%
3,813.00	1.12%	2,609.00	0.35%	2,668.00	0.36%	36,818.00	0.88%	33,430.00	0.40%	33,777.75	0.41%
803.94	0.24%	1,820.00	0.24%	403.38	0.05%	5,231.16	0.12%	19,107.00	0.23%	16,651.20	0.20%
-	0.00%	371.00	0.05%	-	0.00%	1,020.64	0.02%	3,893.00	0.05%	3,787.70	0.05%
3,489.40	1.03%	783.00	0.10%	4,780.45	0.65%	6,942.90	0.17%	8,245.00	0.10%	11,068.10	0.14%
39.82	0.01%	0.00	0.00%	-	0.00%	103.85	0.00%	778.00	0.01%	688.91	0.01%
260.34	0.08%	457.00	0.06%	132.18	0.02%	5,605.75	0.13%	5,027.00	0.06%	4,901.88	0.06%
476.87	0.14%	523.00	0.07%	582.01	0.08%	4,049.21	0.10%	5,493.00	0.07%	5,258.15	0.06%
	0.00%	0.00	0.00%	-	0.00%		0.00%	300.00	0.00%	111.12	0.00%
12,979.79	3.82%	11,761.00	1.56%	13,621.42	1.85%	99,282.60	2.36%	132,683.00	1.59%	129,383.33	1.58%
\$20,377.46	5.99%	\$27,629.00	3.66%	\$23,654.14	3.21%	\$192,300.73	4.58%	\$304,682.00	3.64%	\$299,151.41	3.66%



259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Utilities											
					Utilities						
7,699.90	2.26%	16,384.00	2.17%	8,785.72	1.19% Electricity	126,062.53	3.00%	169,580.00	2.03%	155,881.10	1.91%
2,595.51	0.76%	2,958.00	0.39%	3,441.75	0.47% Gas	21,164.33	0.50%	31,469.00	0.38%	27,330.64	0.33%
5,011.00	1.47%	4,278.00	0.57%	3,374.96	0.46% Water	41,971.15	1.00%	44,908.00	0.54%	41,257.34	0.50%
1,891.90	0.56%	2,321.00	0.31%	1,753.12	0.24% Sewer	23,002.32	0.55%	24,365.00	0.29%	23,894.08	0.29%
<u>\$17,198.31</u>	<u>5.06%</u>	<u>\$25,941.00</u>	<u>3.44%</u>	<u>\$17,355.55</u>	<u>2.36%</u> Total Utilities	<u>\$212,200.33</u>	<u>5.05%</u>	<u>\$270,322.00</u>	<u>3.23%</u>	<u>\$248,363.16</u>	<u>3.04%</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Management Fees											
Management Fees											
10,202.04	3.00%	22,644.00	3.00%	22,082.61	3.00%	126,097.39	3.00%	250,793.00	3.00%	245,297.21	3.00%
\$10,202.04	3.00%	\$22,644.00	3.00%	\$22,082.61	3.00%	\$126,097.39	3.00%	\$250,793.00	3.00%	\$245,297.21	3.00%
Total Management Fees											



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Non Operating Income											
Non Operating Income											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	210.58	0.00%
Interest Income											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$210.58	0.00%
Total Non Operating Income Fees											



259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
79,858.33	23.48%	82,175.00	10.89%	79,858.33	10.85%	878,441.63	20.90%	892,340.00	10.67%	749,983.33	9.17%
79,858.33	23.48%	82,175.00	10.89%	79,858.33	10.85%	878,441.63	20.90%	892,340.00	10.67%	749,983.33	9.17%
Property and Other Taxes											
20,831.10	6.13%	29,903.00	3.96%	21,017.00	2.86%	101,925.77	2.42%	328,933.00	3.93%	231,185.95	2.83%
20,831.10	6.13%	29,903.00	3.96%	21,017.00	2.86%	101,925.77	2.42%	328,933.00	3.93%	231,185.95	2.83%
Insurance											
8,504.96	2.50%	5,840.00	0.77%	6,132.67	0.83%	68,094.95	1.62%	64,240.00	0.77%	45,628.64	0.56%
390.00	0.11%	390.00	0.05%	379.00	0.05%	4,290.00	0.10%	4,290.00	0.05%	4,169.00	0.05%
-	0.00%		0.00%		0.00%	25,000.00	0.59%		0.00%		0.00%
5,491.89	1.61%	2,837.00	0.38%	2,868.75	0.39%	50,061.76	1.19%	31,279.00	0.37%	31,319.18	0.38%
14,386.85	4.23%	9,067.00	1.20%	9,380.42	1.27%	147,446.71	3.51%	99,809.00	1.19%	81,116.82	0.99%
<u>\$115,076.28</u>	<u>33.84%</u>	<u>\$121,145.00</u>	<u>16.05%</u>	<u>\$110,255.75</u>	<u>14.98%</u>	<u>\$1,127,814.11</u>	<u>26.83%</u>	<u>\$1,321,082.00</u>	<u>15.80%</u>	<u>\$1,062,286.10</u>	<u>12.99%</u>



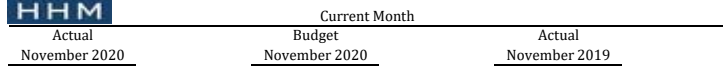
239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(1,867.17)	-0.55%		0.00%	(1,673.83)	-0.23%	PTEB Allocation	(19,191.39)	-0.46%		0.00%	(19,084.47)	-0.23%
1,867.17	0.55%		0.00%	1,673.83	0.23%	Workers' Compensation Insurance	19,191.39	0.46%		0.00%	19,084.47	0.23%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



239 Hyatt House Scottsdale
 Hersha Hospitality Management LP
 For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Interest												
Interest												
85,161.78	25.04%	87,922.00	11.65%	86,288.07	11.72%	Interest Expense	938,824.18	22.34%	967,142.00	11.57%	959,441.70	11.73%
<u>\$85,161.78</u>	<u>25.04%</u>	<u>\$87,922.00</u>	<u>11.65%</u>	<u>\$86,288.07</u>	<u>11.72%</u>	Total Interest	<u>\$938,824.18</u>	<u>22.34%</u>	<u>\$967,142.00</u>	<u>11.57%</u>	<u>\$959,441.70</u>	<u>11.73%</u>



239 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other Fixed Expenses											
Other Fixed Expenses											
-	0.00%		0.00%		0.00%	(24,899.08)	-0.59%		0.00%		0.00%
-	0.00%		0.00%	-	0.00%	5,377.95	0.13%		0.00%	4,930.43	0.06%
Owner's Expense											
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	(\$19,521.13)	-0.46%	\$0.00	0.00%	\$4,930.43	0.06%
Total Other Fixed Expenses											



287-Residence Inn-Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
3,600		3,600		3,600		40,200		40,200		40,080	
1,834		2,366		2,339		19,590		29,632		31,194	
50.94%		65.72%		64.97%		48.73%		73.71%		77.83%	
121.33		148.14		141.45		130.47		161.42		156.06	
61.81		97.36		91.91		63.58		118.98		121.46	
Revenue											
146,489.77	65.83%	323,108.00	92.18%	312,284.28	94.39%	2,144,773.56	83.91%	3,867,794.00	80.86%	3,932,231.52	80.78%
77,400.00	34.78%	27,397.00	7.82%	21,161.15	6.40%	425,125.00	16.63%	915,382.00	19.14%	980,510.68	20.14%
-	0.00%	-	0.00%	-	0.00%	400.00	0.02%	-	0.00%	946.00	0.02%
(1,372.60)	-0.62%	0.00	0.00%	(2,584.12)	-0.78%	(14,328.39)	-0.56%	0.00	0.00%	(45,704.36)	-0.94%
222,517.17	100.00%	350,505.00	100.00%	330,861.31	100.00%	2,555,970.17	100.00%	4,783,176.00	100.00%	4,867,983.84	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
2,976.91	1.34%	4,042.00	1.15%	2,009.54	0.61%	40,465.54	1.58%	44,086.00	0.92%	37,840.27	0.78%
4,951.35	2.23%	5,535.00	1.58%	8,440.92	2.55%	62,936.02	2.46%	73,811.00	1.54%	74,785.54	1.54%
396.00	0.18%	3,725.00	1.06%	3,904.92	1.18%	8,153.04	0.32%	40,579.00	0.85%	34,259.47	0.70%
-	0.00%	5,746.00	1.64%	6,203.30	1.87%	15,458.03	0.60%	66,155.00	1.38%	67,330.13	1.38%
17,476.07	7.85%	34,387.00	9.81%	35,579.15	10.75%	202,143.16	7.91%	419,875.00	8.78%	434,585.95	8.93%
25,800.33	11.59%	53,435.00	15.25%	56,137.83	16.97%	329,155.79	12.88%	644,506.00	13.47%	648,801.36	13.33%
(30.00)	-0.01%	299.00	0.09%	120.00	0.04%	420.00	0.02%	3,304.00	0.07%	5,615.23	0.12%
25,770.33	11.58%	53,734.00	15.33%	56,257.83	17.00%	329,575.79	12.89%	647,810.00	13.54%	654,416.59	13.44%
Payroll-Related Expenses											
923.06	0.41%	1,958.00	0.56%	2,329.30	0.70%	14,018.64	0.55%	24,839.00	0.52%	23,966.56	0.49%
927.89	0.42%	1,578.00	0.45%	972.83	0.29%	7,578.74	0.30%	15,627.00	0.33%	11,724.28	0.24%
452.79	0.20%	931.00	0.27%	945.31	0.29%	5,570.52	0.22%	10,242.00	0.21%	11,852.17	0.24%
2,303.74	1.04%	4,467.00	1.27%	4,247.44	1.28%	27,167.90	1.06%	50,708.00	1.06%	47,543.01	0.98%
28,074.07	12.62%	58,201.00	16.60%	60,505.27	18.29%	356,743.69	13.96%	698,518.00	14.60%	701,959.60	14.42%
Other Expenses											
-	0.00%	308.00	0.09%	603.67	0.18%	3,483.26	0.14%	3,852.00	0.08%	4,320.67	0.09%
-	0.00%	1,727.00	0.49%	1,507.19	0.46%	11,861.64	0.46%	21,631.00	0.45%	22,604.74	0.46%
-	0.00%	1,065.00	0.30%	663.13	0.20%	6,775.12	0.27%	13,335.00	0.28%	12,535.86	0.26%
2,293.58	1.03%	717.00	0.20%	710.24	0.21%	7,632.62	0.30%	8,984.00	0.19%	10,426.95	0.21%
44.72	0.02%	0.00	0.00%	-	0.00%	-	0.00%	100.00	0.00%	-	0.00%
-	0.00%	19.00	0.01%	5.29	0.00%	823.78	0.03%	213.00	0.00%	526.33	0.01%
-	0.00%	8,328.00	2.38%	9,841.96	2.97%	33,031.18	1.29%	100,018.00	2.09%	110,213.65	2.26%
-	0.00%	2,934.00	0.84%	4,312.02	1.30%	8,046.09	0.31%	36,745.00	0.77%	38,790.79	0.80%
-	0.00%	0.00	0.00%	-	0.00%	2,750.62	0.11%	0.00	0.00%	2,053.10	0.04%
-	0.00%	1,084.00	0.31%	866.96	0.26%	4,447.31	0.17%	12,442.00	0.26%	14,069.40	0.29%
113.84	0.05%	-	0.00%	-	0.00%	1,254.25	0.05%	-	0.00%	904.87	0.02%
-	0.00%	23.00	0.01%	1,007.51	0.30%	13.80	0.00%	266.00	0.01%	3,413.91	0.07%
1,785.60	0.80%	1,725.00	0.49%	2,183.60	0.66%	18,637.95	0.73%	20,419.00	0.43%	20,980.80	0.43%
3,370.44	1.51%	5,012.00	1.43%	11,704.98	3.54%	54,980.63	2.15%	76,300.00	1.60%	95,498.60	1.96%
6,000.00	2.70%	4,907.00	1.40%	7,684.13	2.32%	66,895.83	2.62%	66,966.00	1.40%	70,381.28	1.45%
230.85	0.10%	618.00	0.18%	513.00	0.16%	2,411.10	0.09%	6,162.00	0.13%	5,798.25	0.12%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	798.04	0.02%
-	0.00%	-	0.00%	-	0.00%	373.33	0.01%	-	0.00%	-	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,000.00	0.02%	857.75	0.02%
-	0.00%	-	0.00%	-	0.00%	2.80	0.00%	-	0.00%	11.30	0.00%
13,839.03	6.22%	28,467.00	8.12%	41,603.68	12.57%	223,421.31	8.74%	368,433.00	7.70%	414,186.29	8.51%
41,913.10	18.84%	86,668.00	24.73%	102,108.95	30.86%	580,165.00	22.70%	1,066,951.00	22.31%	1,116,145.89	22.93%
\$180,604.07	81.16%	\$263,837.00	75.27%	\$228,752.36	69.14%	\$1,975,805.17	77.30%	\$3,716,225.00	77.69%	\$3,751,837.95	77.07%



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



2874 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

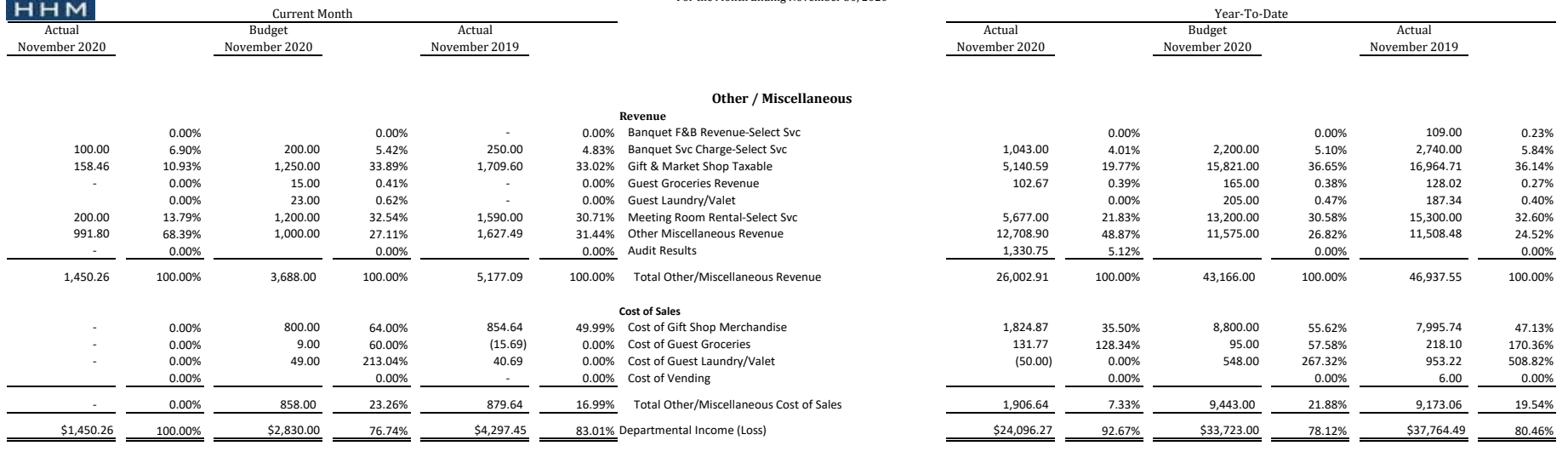
Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



2874 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>





2877 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

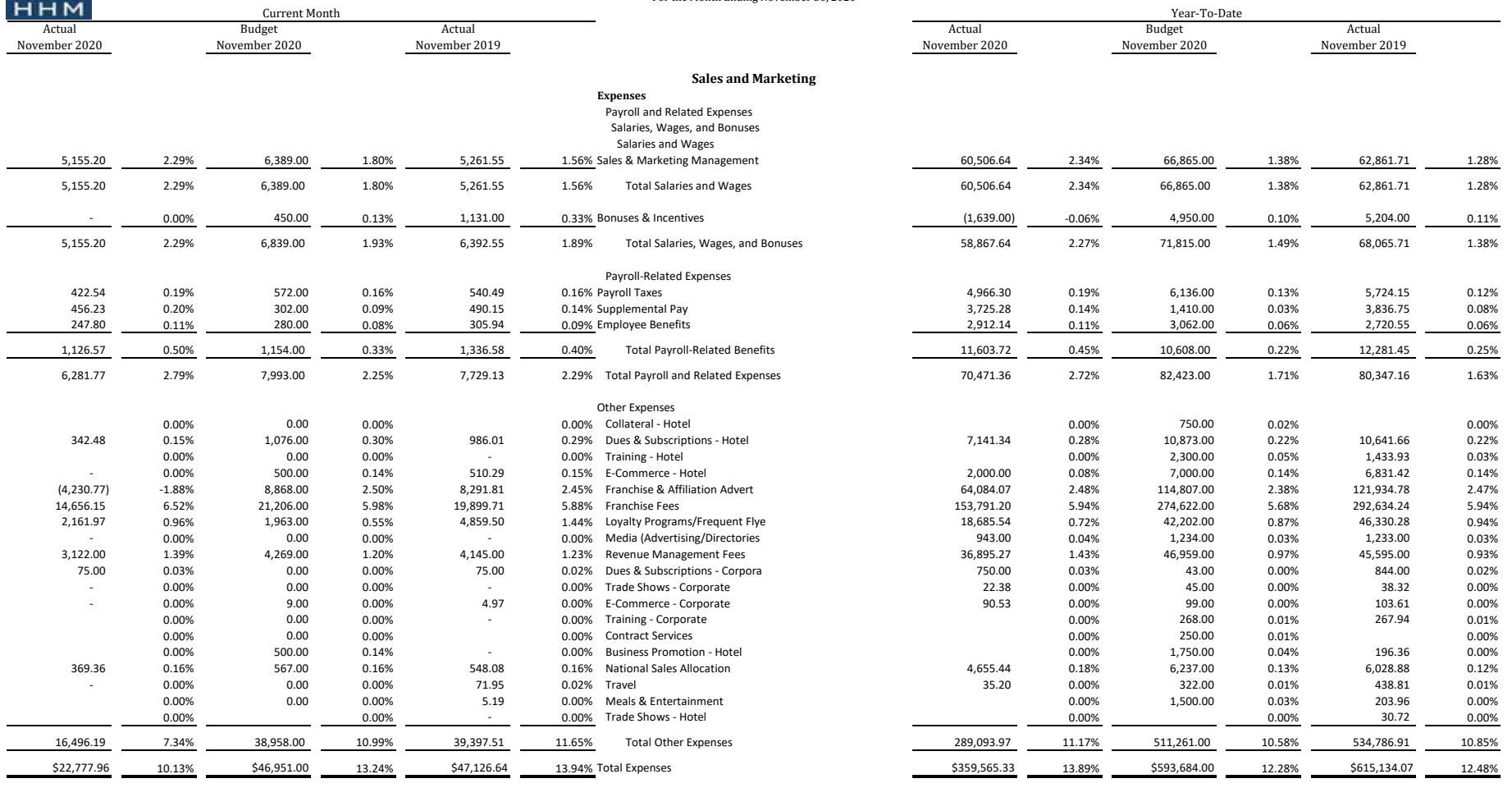
Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rentals and Other Income											
Revenue											
823.28	90.11%	304.00	100.00%	564.23	26.50%	5,056.66	85.75%	5,280.00	79.89%	5,736.92	44.50%
75.53	8.27%		0.00%	202.42	9.51%	617.71	10.47%		0.00%	2,052.94	15.93%
-	0.00%		0.00%	1,313.03	61.67%	-	0.00%		0.00%	3,688.46	28.61%
14.85	1.63%	0.00	0.00%	49.50	2.32%	222.75	3.78%	1,329.00	20.11%	1,412.52	10.96%
913.66	100.00%	304.00	100.00%	2,129.18	100.00%	5,897.12	100.00%	6,609.00	100.00%	12,890.84	100.00%
Total Rentals and Other Income											
\$913.66	100.00%	\$304.00	100.00%	\$2,129.18	100.00%	\$5,897.12	100.00%	\$6,609.00	100.00%	\$12,890.84	100.00%



287-Residence Inn-Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
6,180.48	2.75%	7,281.00	2.05%	5,731.04	1.69%	72,289.74	2.79%	75,811.00	1.57%	60,275.46	1.22%
3,173.45	1.41%		0.00%		0.00%	26,460.29	1.02%		0.00%		0.00%
5,225.00	2.32%	980.00	0.28%	1,242.50	0.37%	44,663.75	1.73%	11,762.00	0.24%	27,082.00	0.55%
14,578.93	6.48%	8,261.00	2.33%	6,973.54	2.06%	143,413.78	5.54%	87,573.00	1.81%	87,357.46	1.77%
-	0.00%	550.00	0.16%	558.00	0.17%	(905.00)	-0.03%	6,050.00	0.13%	5,308.00	0.11%
14,578.93	6.48%	8,811.00	2.49%	7,531.54	2.23%	142,508.78	5.51%	93,623.00	1.94%	92,665.46	1.88%
Payroll-Related Expenses											
444.29	0.20%	649.00	0.18%	572.13	0.17%	5,279.91	0.20%	12,212.00	0.25%	5,987.58	0.12%
713.22	0.32%	331.00	0.09%	778.08	0.23%	6,427.61	0.25%	1,673.00	0.03%	5,907.31	0.12%
1,513.66	0.67%	1,079.00	0.30%	991.87	0.29%	13,921.72	0.54%	11,868.00	0.25%	11,387.56	0.23%
2,671.17	1.19%	2,059.00	0.58%	2,342.08	0.69%	25,629.24	0.99%	25,753.00	0.53%	23,282.45	0.47%
17,250.10	7.67%	10,870.00	3.07%	9,873.62	2.92%	168,138.02	6.50%	119,376.00	2.47%	115,947.91	2.35%
Other Expenses											
-	0.00%		0.00%	57.23	0.02%	2,109.93	0.08%		0.00%	100.18	0.00%
-	0.00%	0.00	0.00%	-	0.00%	450.00	0.02%	360.00	0.01%	360.00	0.01%
-	0.00%	0.00	0.00%	731.60	0.22%	1,541.66	0.06%	1,000.00	0.02%	4,066.27	0.08%
-	0.00%	0.00	0.00%	57.38	0.02%	266.15	0.01%	700.00	0.01%	207.38	0.00%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	113.06	0.00%
673.10	0.30%	1,300.00	0.37%	1,381.48	0.41%	12,780.35	0.49%	14,300.00	0.30%	13,795.31	0.28%
-	0.00%	130.00	0.04%	21.25	0.01%	2,111.84	0.08%	1,430.00	0.03%	1,202.75	0.02%
330.00	0.15%	330.00	0.09%	330.00	0.10%	3,630.00	0.14%	3,630.00	0.08%	3,630.00	0.07%
3,017.92	1.34%	3,018.00	0.85%	2,930.00	0.87%	33,197.12	1.28%	33,198.00	0.69%	32,230.00	0.65%
290.17	0.13%	290.00	0.08%	163.33	0.05%	3,191.87	0.12%	3,190.00	0.07%	1,796.63	0.04%
1,402.70	0.62%	575.00	0.16%	1,445.20	0.43%	10,315.38	0.40%	6,325.00	0.13%	6,975.78	0.14%
(34.91)	-0.02%	0.00	0.00%	607.17	0.18%	4,103.19	0.16%	0.00	0.00%	7,601.61	0.15%
13.46	0.01%		0.00%	234.17	0.07%	101.85	0.00%		0.00%	1,307.34	0.03%
(5,258.14)	-2.34%	4,857.00	1.37%	9,893.38	2.93%	50,037.68	1.93%	121,514.00	2.51%	125,054.11	2.54%
-	0.00%		0.00%	-	0.00%	(21.82)	0.00%		0.00%	593.98	0.01%
2,605.13	1.16%	417.00	0.12%	416.67	0.12%	10,918.78	0.42%	8,816.00	0.18%	9,369.36	0.19%
-	0.00%	0.00	0.00%	841.76	0.25%	99.87	0.00%	0.00	0.00%	862.42	0.02%
29.30	0.01%	40.00	0.01%	23.92	0.01%	539.63	0.02%	440.00	0.01%	570.14	0.01%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	50.98	0.00%
-	0.00%		0.00%		0.00%	229.30	0.01%		0.00%		0.00%
-	0.00%		0.00%	-	0.00%	(800.00)	-0.03%		0.00%	-	0.00%
29.67	0.01%	50.00	0.01%	(7.92)	0.00%	591.65	0.02%	550.00	0.01%	7,053.02	0.14%
-	0.00%	150.00	0.04%	146.39	0.04%	127.82	0.00%	1,650.00	0.03%	2,283.81	0.05%
-	0.00%		0.00%		0.00%	2,629.50	0.10%		0.00%		0.00%
85.50	0.04%		0.00%	360.00	0.11%	181.42	0.01%		0.00%	360.00	0.01%
-	0.00%		0.00%	-	0.00%	(0.09)	0.00%		0.00%	(18.92)	0.00%
3,183.90	1.42%	11,157.00	3.15%	19,633.01	5.81%	138,333.08	5.35%	197,103.00	4.08%	219,565.21	4.46%
\$20,434.00	9.09%	\$22,027.00	6.21%	\$29,506.63	8.73%	\$306,471.10	11.84%	\$316,479.00	6.55%	\$335,513.12	6.81%

Expenses												
Cost of Services												
1,106.78	0.49%	1,200.00	0.34%	1,173.93	0.35%	Cost of Calls	11,448.65	0.44%	6,581.00	0.14%	5,839.98	0.12%
85.00	0.04%	100.00	0.03%	100.00	0.03%	Cost of Cell Phones	910.00	0.04%	1,100.00	0.02%	1,100.00	0.02%
1,452.99	0.65%	3,100.00	0.87%	5,098.47	1.51%	Cost of Internet Service	16,865.39	0.65%	37,714.00	0.78%	41,883.51	0.85%
2,644.77	1.18%	4,400.00	1.24%	6,372.40	1.88%	Total Cost of Services	29,224.04	1.13%	45,395.00	0.94%	48,823.49	0.99%
System Expenses												
308.33	0.14%	308.00	0.09%	308.33	0.09%	BI Software	3,391.69	0.13%	3,388.00	0.07%	3,391.67	0.07%
809.58	0.36%	810.00	0.23%	786.00	0.23%	Centralized IT/IS Fees	8,905.38	0.34%	8,910.00	0.18%	8,646.00	0.18%
-	0.00%	-	0.00%	-	0.00%	Hardware	192.40	0.01%	-	0.00%	-	0.00%
179.67	0.08%	180.00	0.05%	168.00	0.05%	Information Security - PCI	1,976.37	0.08%	1,980.00	0.04%	1,924.79	0.04%
5.18	0.00%	0.00	0.00%	-	0.00%	Information Systems/IT	931.59	0.04%	1,508.00	0.03%	1,528.99	0.03%
494.93	0.22%	1,300.00	0.37%	327.93	0.10%	Rooms	6,271.81	0.24%	6,516.00	0.13%	5,837.54	0.12%
290.45	0.13%	1,350.00	0.38%	860.19	0.25%	Sales & Marketing	5,261.34	0.20%	15,180.00	0.31%	10,923.28	0.22%
2,088.14	0.93%	3,948.00	1.11%	2,450.45	0.72%	Total System Expenses	26,930.58	1.04%	37,482.00	0.78%	32,252.27	0.65%
Other Expenses												
-	0.00%	240.00	0.07%	-	0.00%	Contract Services	138.17	0.01%	2,640.00	0.05%	2,961.96	0.06%
-	0.00%	-	0.00%	-	0.00%	Corporate Reimbursables	21.90	0.00%	-	0.00%	-	0.00%
500.00	0.22%	0.00	0.00%	500.00	0.15%	PSF - Fixed Cost	5,500.00	0.21%	4,500.00	0.09%	5,500.00	0.11%
650.40	0.29%	0.00	0.00%	650.40	0.19%	PSF - Hybrid Cost	7,154.40	0.28%	5,851.00	0.12%	7,154.40	0.15%
133.63	0.06%	0.00	0.00%	199.03	0.06%	PSF - Variable Cost	1,536.38	0.06%	2,460.00	0.05%	2,925.83	0.06%
1,284.03	0.57%	240.00	0.07%	1,349.43	0.40%	Total Other Expenses	14,350.85	0.55%	15,451.00	0.32%	18,542.19	0.38%
\$6,016.94	2.68%	\$8,588.00	2.42%	\$10,172.28	3.01%	Total Expenses	\$70,505.47	2.72%	\$98,328.00	2.03%	\$99,617.95	2.02%





287-Residence Inn-Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,374.40	1.50%	3,788.00	1.07%	2,142.40	0.63%	37,632.40	1.45%	37,981.00	0.79%	34,446.45	0.70%
245.10	0.11%	5,284.00	1.49%	4,704.39	1.39%	13,683.75	0.53%	57,827.00	1.20%	43,264.51	0.88%
3,619.50	1.61%	9,072.00	2.56%	6,846.79	2.02%	51,316.15	1.98%	95,808.00	1.98%	77,710.96	1.58%
-	0.00%	22.00	0.01%	30.00	0.01%	15.00	0.00%	247.00	0.01%	210.00	0.00%
3,619.50	1.61%	9,094.00	2.57%	6,876.79	2.03%	51,331.15	1.98%	96,055.00	1.99%	77,920.96	1.58%
Bonuses & Incentives											
Payroll-Related Expenses											
466.81	0.21%	864.00	0.24%	654.29	0.19%	6,228.75	0.24%	9,782.00	0.20%	8,128.61	0.16%
627.75	0.28%	557.00	0.16%	791.79	0.23%	5,728.36	0.22%	3,352.00	0.07%	6,282.53	0.13%
198.81	0.09%	673.00	0.19%	626.65	0.19%	3,569.21	0.14%	7,397.00	0.15%	7,155.11	0.15%
1,293.37	0.58%	2,094.00	0.59%	2,072.73	0.61%	15,526.32	0.60%	20,531.00	0.42%	21,566.25	0.44%
4,912.87	2.18%	11,188.00	3.16%	8,949.52	2.65%	66,857.47	2.58%	116,586.00	2.41%	99,487.21	2.02%
Other Expenses											
207.61	0.09%	275.00	0.08%	256.14	0.08%	1,576.44	0.06%	3,026.00	0.06%	3,214.01	0.07%
1,973.52	0.88%	400.00	0.11%	85.06	0.03%	15,597.85	0.60%	4,401.00	0.09%	4,253.09	0.09%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	900.00	0.02%	633.16	0.01%
359.11	0.16%	100.00	0.03%	228.16	0.07%	492.34	0.02%	1,100.00	0.02%	1,366.91	0.03%
487.04	0.22%	460.00	0.13%	426.26	0.13%	5,337.52	0.21%	4,898.00	0.10%	4,688.86	0.10%
940.58	0.42%	300.00	0.08%	215.58	0.06%	4,262.40	0.16%	3,300.00	0.07%	6,797.80	0.14%
-	0.00%	0.00	0.00%	-	0.00%	237.44	0.01%	150.00	0.00%	71.76	0.00%
1,044.25	0.46%	1,044.00	0.29%	813.44	0.24%	11,486.75	0.44%	11,484.00	0.24%	8,813.09	0.18%
-	0.00%	60.00	0.02%	-	0.00%	229.18	0.01%	660.00	0.01%	587.85	0.01%
-	0.00%	300.00	0.08%	-	0.00%	3,341.82	0.13%	3,300.00	0.07%	3,725.87	0.08%
305.00	0.14%	700.00	0.20%	345.00	0.10%	7,066.01	0.27%	8,900.00	0.18%	8,029.00	0.16%
-	0.00%	23.00	0.01%	6.65	0.00%	4.55	0.00%	269.00	0.01%	226.59	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	189.74	0.00%
1,938.00	0.86%	1,980.00	0.56%	1,900.00	0.56%	15,617.31	0.60%	18,437.00	0.38%	19,670.45	0.40%
15.53	0.01%	250.00	0.07%	80.16	0.02%	1,633.03	0.06%	2,751.00	0.06%	2,726.60	0.06%
-	0.00%	225.00	0.06%	-	0.00%	2,023.43	0.08%	2,476.00	0.05%	3,127.47	0.06%
(268.76)	-0.12%	1,300.00	0.37%	412.65	0.12%	17,848.30	0.69%	14,313.00	0.30%	14,119.75	0.29%
-	0.00%	100.00	0.03%	-	0.00%	56.56	0.00%	1,100.00	0.02%	961.72	0.02%
-	0.00%	0.00	0.00%	3,533.36	1.04%	(1,522.50)	-0.06%	19,130.00	0.40%	22,014.52	0.45%
244.32	0.11%	250.00	0.07%	167.10	0.05%	634.03	0.02%	2,751.00	0.06%	3,270.72	0.07%
-	0.00%	325.00	0.09%	172.59	0.05%	438.92	0.02%	3,575.00	0.07%	4,276.34	0.09%
7,246.20	3.22%	8,092.00	2.28%	8,642.15	2.56%	86,361.38	3.34%	106,921.00	2.21%	112,765.30	2.29%
\$12,159.07	5.41%	\$19,280.00	5.44%	\$17,591.67	5.20%	\$153,218.85	5.92%	\$223,507.00	4.62%	\$212,252.51	4.31%



2877 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Utilities											
					Utilities						
5,042.16	2.24%	6,438.00	1.82%	5,061.96	1.50% Electricity	73,239.10	2.83%	95,543.00	1.98%	94,596.53	1.92%
814.63	0.36%	1,012.00	0.29%	1,106.91	0.33% Gas	8,568.40	0.33%	11,250.00	0.23%	11,223.12	0.23%
2,771.11	1.23%	2,686.00	0.76%	2,672.69	0.79% Water	29,675.21	1.15%	41,541.00	0.86%	41,228.24	0.84%
3,734.79	1.66%	3,340.00	0.94%	3,535.94	1.05% Sewer	38,778.63	1.50%	51,329.00	1.06%	52,242.50	1.06%
-	0.00%		0.00%		0.00% Energy Incentive Rebates	(4,547.53)	-0.18%		0.00%		0.00%
<u>\$12,362.69</u>	<u>5.50%</u>	<u>\$13,476.00</u>	<u>3.80%</u>	<u>\$12,377.50</u>	<u>3.66%</u> Total Utilities	<u>\$145,713.81</u>	<u>5.63%</u>	<u>\$199,663.00</u>	<u>4.13%</u>	<u>\$199,290.39</u>	<u>4.04%</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Management Fees											
Management Fees											
6,746.44	3.00%	10,635.00	3.00%	10,145.03	3.00%	77,636.11	3.00%	144,988.00	3.00%	147,834.37	3.00%
\$6,746.44	3.00%	\$10,635.00	3.00%	\$10,145.03	3.00%	\$77,636.11	3.00%	\$144,988.00	3.00%	\$147,834.37	3.00%
Total Management Fees											



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



2874 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
73,057.71	32.49%	84,164.00	23.74%	81,791.67	24.19%	870,270.33	33.63%	925,804.00	19.16%	899,708.37	18.26%
73,057.71	32.49%	84,164.00	23.74%	81,791.67	24.19%	870,270.33	33.63%	925,804.00	19.16%	899,708.37	18.26%
Property and Other Taxes											
52,000.00	23.12%	48,539.00	13.69%	49,026.83	14.50%	530,846.01	20.51%	533,929.00	11.05%	538,814.46	10.93%
52,000.00	23.12%	48,539.00	13.69%	49,026.83	14.50%	530,846.01	20.51%	533,929.00	11.05%	538,814.46	10.93%
Insurance											
4,168.63	1.85%	3,407.00	0.96%	3,620.22	1.07%	32,751.15	1.27%	37,477.00	0.78%	28,788.73	0.58%
285.33	0.13%	285.00	0.08%	277.00	0.08%	3,138.63	0.12%	3,135.00	0.06%	3,047.00	0.06%
-	0.00%	-	0.00%	-	0.00%	25,000.00	0.97%	-	0.00%	(9,731.48)	-0.20%
4,018.45	1.79%	2,082.00	0.59%	2,099.09	0.62%	36,630.53	1.42%	22,902.00	0.47%	22,916.38	0.47%
8,472.41	3.77%	5,774.00	1.63%	5,996.31	1.77%	97,520.31	3.77%	63,514.00	1.31%	45,020.63	0.91%
<u>\$133,530.12</u>	<u>59.38%</u>	<u>\$138,477.00</u>	<u>39.06%</u>	<u>\$136,814.81</u>	<u>40.46%</u>	<u>\$1,498,636.65</u>	<u>57.91%</u>	<u>\$1,523,247.00</u>	<u>31.52%</u>	<u>\$1,483,543.46</u>	<u>30.11%</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>

Year-To-Date		
Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(1,346.95)	-0.60%		0.00%	(1,207.48)	-0.36%	PTEB Allocation	(13,846.87)	-0.54%		0.00%	(13,767.28)	-0.28%
1,346.95	0.60%		0.00%	1,207.48	0.36%	Workers' Compension Insurance	13,846.87	0.54%		0.00%	13,767.28	0.28%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>	<u>November 2020</u>	<u>November 2020</u>	<u>November 2019</u>



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019		
Interest												
Interest												
85,052.93	37.82%	86,095.00	24.29%	84,841.91	25.09%	Interest Expense	936,174.06	36.18%	947,045.00	19.60%	926,694.29	18.81%
\$85,052.93	37.82%	\$86,095.00	24.29%	\$84,841.91	25.09%	Total Interest	\$936,174.06	36.18%	\$947,045.00	19.60%	\$926,694.29	18.81%



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending November 30, 2020

<div>HMM</div> Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
November 2020		November 2020		November 2019		November 2020		November 2020		November 2019	
Other Fixed Expenses											
Other Fixed Expenses											
2,644.94	1.18%		0.00%	-	0.00%	19,394.16	0.75%		0.00%	4,058.07	0.08%
Owner's Expense											
\$2,644.94	1.18%	\$0.00	0.00%	\$0.00	0.00%	\$19,394.16	0.75%	\$0.00	0.00%	\$4,058.07	0.08%
Total Other Fixed Expenses											